A U.S. DEPARTMENT OF COMMERCE WEEKLY

BANKING—The Bank of America is opening an Antwerp branch, the Bank's third Benelux branch and its first in Belgium, giving it complete coverage of the Common Market. With overseas equity investments, the Bank has branches and affiliated offices in 48 countries. Its New York subsidiary, Bank of America (International), owns controlling interest in the 82-branch Banca d'America e d'Italia.

AVIATION PRODUCTS—Transaero, Inc., of Mineola, N.Y., international distributor of aviation products, has opened a new European sales office in Paris. The American distributor displayed its manufacturers' products at the Paris Air Show.

INKS, FINISHES—Interchemical Corp. has opened a manufacturing plant in Maracay, Venezuela, producing a broad range of printing inks and industrial finishes. The new facility is designed to carry forward Interchemical's plans for serving the graphic arts and packaging industries in Venezuela. The corporation's Venezuelan headquarters will continue to be maintained in Caracas.

AIR SEPARATORS—Sturtevant Mill Co. of Boston has organized Sturtevant de Mexico, S.A., for distribution of Sturtevant-made air separators to markets including Mexico's cement, limestone and chemical industries. The firm's air separators are also being manufactured in Japan and Australia under a licensee arrangement with companies in those countries.

TECHNICAL SERVICES—Advisory and technical services for a project known as "Development of Latin American Industrial Development Institutions through U.S. Technicians" are being provided by H. B. Maynard & Co., Inc., of Pittsburgh, under a contract with the U.S. Agency for International Development (AID). Fifty to 100 short-term industrial development experts are to be hired during the program's first year by the consulting firm. On-site review of project requirements and supervision of work assignments in Latin America may be carried out by Maynard senior staff members.

Business Bulletins

from around the world

BELGIUM—Record BLEU trade figures for March offset low January-February results caused by waterfront strikes in Belgium and U.S. First quarter imports totalled $1,464 million, 0.8% above comparable quarter in 1964. Exports for period reached $1,592 million, up 16.4%.

Retail price increases, especially for potatoes, eggs and fruit, hike retail price index 1.47 points during May to 124.58 (1953=100). If index remains roughly at same level through June, wage escalator clauses will be triggered for public sector (2.5%), metal working, chemicals, and steel (all 2%).

FRANCE—Imports of U.S. goods during the January-April period declined to $359 million, drop of 11.6% below comparable period of 1964. Imports from all sources aggregated $3,450 million, off 2% from first four months of 1964.

NETHERLANDS—Production of Dutch oil refineries reached 25.4 million metric tons in 1964, 15% increase over 1963.

January-April imports totaled $2,361 million, 1% over like period 1964. January-March imports from U.S. fell to $146 million, 20% below like period of 1964. U.S. share of Dutch market dropped to 8.1% from 10.7% in first three months of 1964.

French subsidiary Petroland N.V. has struck natural gas near Harlingen, North Holland Province. Gas field may stretch for miles beneath IJsselmeer.

PORTUGAL—Tourism became Portugal's number one foreign exchange earner in 1964, as more than one million visitors provided approximately $100 million of foreign exchange. In spite of an accommodations problem, totals through May were running 50% ahead of 1964.

SPAIN—Preliminary figures show that Spanish exports fell during April to $75.8 million, total of $2.6 million below level of preceding month and $8.3 million below April 1964. Imports, on the other hand, were up some $42 million, to total of $266.5 million in April, largest figure ever recorded for single month. Cumulative total for imports, $918 million through April, was 26% above total for first four months of 1964, while export total fell 15% below 1964 level to $294 million.

UNITED KINGDOM—Government's National Engineering Laboratory recently announced placing of order with Univac for its model 1108 computer. Machine, which will be leased, will be delivered to Laboratory late in 1965. Minister of Technology stated that the American computer would be used until comparable equipment was available from British companies.

Statistics recently released by Board of Trade show that Britain's total hire-purchase (consumer installment) debt reached record level of $3,239.6 million in April. This was increase of $428.4 million from April 1964. Rapid increase is largely attributed to finance houses on sale of new and used automobiles.

Consortium of British firms, Costain, Ltd., William Press (Overseas), Ltd., and Stewart and Lloyds, Ltd., awarded contract in Syria to construct 400-mile crude oil pipeline linking Karachok oilfield in Northeast Syria with Mediterranean coast. Contract scheduled for completion in 2½ years.

VENEZUELA—Country's largest cement producer, C.A. Venezolana de Cementos announces two-year expansion program to cost $6.6 million and to bring production to 1,446,400 metric tons annually. New production target to be reached by early 1967 when 600 tons per day will be added to plant output. Venezolana de Cemento production will then account for 29 million sacks of total national production capacity of 50 million. Company's plant at Barquisimeto would absorb $4.2 million of new investment and installation at Pertigalete $2.4 million. Entire investment would come from company funds, with neither loans nor capital increases.

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the cover

Trade and technical press representatives showed a keen professional interest in the designs displayed at the Industrial Design Services Exhibition at the U.S. Trade Center in London a few weeks ago. With the theme "Design —U.S.A.", the exhibit featured hundreds of packages, containers and machines which had gained distinction on the U.S. market. More photos are to be found on pages 14-15.

International Commerce

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FROM 8 OVERSEAS POSTS

Advice to the trade-lorn

Commercial specialists agree on some do's, don'ts, for export-minded firms

By STANLEY LICHTENSTEIN
Staff Writer

Absorbing chapters or scenes in a book or play about "Exporting Without Tears" might well be written by each of the participants in Foreign Employee Orientation Program No. 1, which became history last week after nearly three months of study and travel in the United States.

From Athens, Brussels, Copenhagen, Frankfurt, London, Milan, Paris and Stockholm on April 1 had come this group of commercial specialists, brought over by the State Department in the first of a series of orientation programs planned for overseas personnel. Three weeks of briefing—including two at the Departments of Commerce and State and at points in and around Washington—were followed by seven weeks of nationwide visits to farm and factory, harbor facilities, commercial marts and homes of individual families, followed in turn by two weeks of de-briefing.

Walk, do not run

This reporter, catching up with members of the hard-working group shortly before their end-of-June return to Foreign Service posts, was forced to violate a basic precept emphasized by each: *Allow yourself time to become thoroughly acquainted with your overseas contacts.*

A clear consensus on certain points did emerge from 5-10 minute interviews with Nicholas Savvas, Athens; Richard Moortgat, Brussels; Harald Grut, Copenhagen; Hans Martin Kann, Frankfurt; Betty Farenden, London; Armando Rizzo, Milan; Armand Dubois, Paris, and George Westerlund, Stockholm. Asked to assume the role of "best friend and severest critic" of the American exporter, the comments of each commercial specialist on these points tended to blend into a chorus:

► Cultivation of foreign markets should begin in the United States, with a Department of Commerce Field Office—there are 42 of them—slated as the first stop. Here the new exporter and the company executive seeking expansion of existing overseas business can, without major expense, obtain preliminary data on where, what, how and whom to sell. The visiting businessman can pick up on-the-spot or arrange for such aids as Trade Lists, World Trade Directory Reports, Trade Contact Surveys, Marketing Handbooks, and others—plus the personal guidance of foreign-trade specialists.

► Another starting-point is a subscription to INTERNATIONAL COMMERCE, with its interpretive articles and weekly listings of leads for exporters and importers, visiting buyers and officials, international representation listings and other timely information.

► Marketing objectives should be clearly defined and relevant foreign trade statistics consulted before starting out.

► Get word to Foreign Service posts in the country for which you are headed, informing them—through the U.S. Department of Commerce—of your schedule, purpose of your visit, etc.

► People in Athens, Brussels, Copenhagen, Frankfurt, London, Milan, Paris and Stockholm dislike being "stood up" as much as do people in Chicago, San Francisco, Atlanta or New York. If you find that you cannot keep appointments arranged for you by the overseas U.S. post, be sure to let everyone concerned know. If you don't, you may be hurting not only yourself but the whole image of U.S. business in the area.

► It is desirable to stay in each city longer than the two days—or even less—typically allowed by visiting American businessmen. Tight schedules do not make for rewarding contacts.

Athens

"Work first of all through your Department of Commerce Field Office before leaving the United States."
—Nicholas Savvas

Brussels

"For a few dollars, comprehensive information on the peoples and countries you wish to sell to is available from the Department of Commerce."
—Richard Moortgat

Copenhagen

"It is important for an American firm to place itself in the same kind of position as its European competitors."
—Harald Grut

Frankfurt

"After all the preliminaries, nothing beats a well-planned overseas trip for getting the 'feel' of the market."
—Hans Martin Kann

Born for the job

The eight European-based commercial specialists whose words of counsel appear in this article are qualified by training and experience to help foster U.S. trade relations with the Continent.

Their value to the U.S. Government, their employer, is enhanced by the fact that each was born for the job. As nationals of the countries in which they serve, their workaday routine is spent among people with whom they are "at home" —their fellow countrymen.

The program which brought them to the United States for a 3-month tour was inaugurated by the State Department as a means of keeping such employees *au courant* with regard to the American economic, social and cultural scene.

'COMMENCEMENT DAY' POSE is struck by classmates, U.S. officials at farewell luncheon for visiting commercial specialists. Seated between Miss Farenden and M. Dubois are Roy Melbourne, dean of State Department's foreign affairs school, Foreign Service Institute, and Kenneth Atkinson of Commerce's Office of Foreign Commercial Services. Standing, last on right, is A. V. Scoffone, also of Commerce.

► Bring detailed product information, not just general sales-talk material. Full price information in terms of cost, insurance and freight is vital.

► Bridge the language barrier as much as possible. The U.S. overseas post may be able to help with interpreter service, and company literature prepared in the language of prospective trading partners is desirable. Catalogs and price lists should be at least abbreviated, if possible, in the local language and usage.

► Success or failure of the visiting American businessman often hinges on whether or not he can offer favorable credit terms, and whether or not he can arrange to have goods stocked in the country or on consignment for prompt delivery. Spare parts and servicing of equipment may also be crucial.

► U.S. Trade Centers and a variety of national and international trade fairs and exhibitions and mobile display services offer real opportunities to U.S. firms to popularize their wares overseas.

► The visiting American executive should consider establishing exclusive distributorships.

► Slight modifications in a U.S. product are sometimes required to make it salable in a foreign country, as the touring business executive may determine.

As a group, these commercial specialists from eight U.S. posts in Europe made it clear that there are many directions in which American firms can move in successful pursuit of overseas markets—but an ill-prepared trip abroad can dissipate itself into a mere "riding off in all directions," they warned. Sensible preparation in advance of the trip, with full use of Department of Commerce facilities and services at home, they agreed, is bound to enhance the value of services provided by the commercial specialists overseas. As they see it, it is a matter of making haste slowly.

Some of the cases cited by the eight from their own experience indicate that both predictable and unpredictable achievements may result from this combination of careful research and foreign travel. As M. Dubois of Paris, commenting on one example, put it:

"Who would have guessed that France, the paragon of culinary sophistication, would be receptive to a version of the American hamburger?"

London

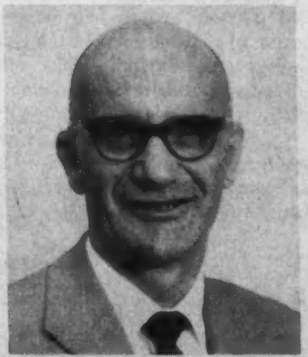
"Even if you come in 'cold,' we can help you with a variety of services—but advance notice is best."

—Betty Farenden

Milan

"Three hours is not sufficient to establish a business in Italy."

—Armando Rizzo



Paris

"Beware the broken appointment—it's a troublemaker in international business relations."

—Armand Dubois

Stockholm

"Sweden is a big country—give yourself enough time to get around."

—George Westerlund

OSAKA LOG HARBOR was one of places visited by U.S. trade mission which found many indications that American plywood would appeal to Japanese builders.

Opportunities for developing market for softwood plywood seen in Japan, mission reports

Industry group visits Tokyo, Nagoya, Osaka, and Hiroshima; construction booming, builders looking for better methods

An excellent opportunity for the structural plywood industry to penetrate world markets is offered in Japan.

Such was the unanimous opinion of a trade mission which visited Tokyo, Nagoya, Osaka and Hiroshima in the late spring. The mission was organized by the American Plywood Association and approved by the Department of Commerce.

American softwood plywood has unique advantages with strong appeal to the Japanese construction companies, the mission reports, and concerted efforts are needed at once to capitalize on the keen interest that now exists.

The 11-man mission, made up of Association staff members and industry executives, conducted a series of 24 seminars before selected audiences of distributors, builders, architects, general contractors and others. More than 1400 persons attended these meetings in cities representing major market areas within Japan.

The construction company and architect seminars included persons whose firms represent a volume of $2 billion.

In addition, company representatives conducted more than 30 private meetings with representatives of Japanese trading houses.

The Mission confirmed previous market investigations which indicated the time is ripe for the entry of American-made plywood into selected Japanese markets. The Japanese construction industry is booming, and builders there are faced with a tightening labor market and the 10% annual wage increase that has accompanied the boom. Builders are looking for better methods and are favorably disposed toward any new product that will provide in-place savings, the mission says.

Vigorous promotion will be required, however, and specific steps are clearly indicated if the American plywood industry is to enjoy substantial sales in Japan.

Additional highlights from the mission's report to the Department of Commerce follow:

Second mission

As a result of an American Plywood Association trade mission to Japan last August, construction companies expressed interest in American plywood as a structural material to supplement their use of Japanese lauan plywood, used primarily as a decorative panel. The Association established an office in Tokyo, published basic technical literature in the Japanese language, and initiated cooperative test applications of plywood with several large construction companies.

For the first time, plywood is now being purchased and used for concrete forming by some construction companies. It

was timely, then, for the industry to send a second Mission to present to Japanese construction companies and trade houses detailed information on how American plywood is used effectively.

Economic climate

Japan has been one of the fastest growing construction markets in the world for the past 10 years. While a moderate shortage of money exists at the moment, the long-term trend toward expansion of construction will continue. High-rise office buildings and apartments are dominant, with reinforced concrete construction the prevailing practice, thus offering a market opportunity for concrete forming materials.

Labor rates in Japan, although historically low, are rising at a rate of about 10% each year and are approaching those of European workers. Skilled labor is scarce and construction companies are seeking relief from this problem of a costly and limited labor supply. Plywood, with its labor-saving advantage, can fill this need.

High ocean freight rates, now 50% greater than plywood rates from Japan to the United States, offer an obstacle. The Japanese tariff on plywood, 20% c.i.f. compared with 20% f.o.b. from Japan to the United States, presents another problem. Efforts to equalize both freight rates and tariff levels between the two nations seem necessary.

LUMBER AUCTION YARD at Osaka was visited by the West Coast Lumbermen's Trade Mission in their quest for ways to improve the market overseas for U.S. lumber grown and produced in the Northwest.

Opportunities now

The opportunity for American plywood in Japan is very timely. Construction companies are looking for better methods, and American plywood offers realistic solutions. For concrete forming, Japanese lauan plywood is being tested by several companies. However, structural properties of lauan fall short of fir plywood, and American plywood should secure a substantial share of the concrete form market.

For sidings and residential applications, decorative panels of American plywood are unique to this market, and should find favorable acceptance among Japanese builders who have a traditional preference for decorative wood panels.

The economic forces presently at work indicate that structural plywood will be used in Japanese construction. North America is the world's primary source of raw material for structural plywood. If the Japanese can obtain suitable logs from the United States, they will likely manufacture fir plywood themselves. Otherwise they will purchase the plywood itself, as there is a rapidly developing demand in Japan.

Immediate observations

Although the impact of this Mission will be measured by trade developed over the next year and longer, several immediate observations can be made.

The Mission's approach, that of presenting technical seminars followed by individual consultations between plywood industry representatives and trade houses, was highly effective. Information disseminated at the seminars answered technical questions raised by the construction industry, and the trade house contacts will prove essential in developing business in the near future.

Nearly every seminar was filled to capacity—good evidence of the strong interest in American softwood plywood.

Seminars for construction firms

Seminars for construction companies and architects were held with the major construction companies in Japan. Most of their dollar volume is in heavy construction, where reinforced concrete predominates. Because their traditional concrete forming methods are outmoded and inefficient, they are looking for improved, modern forming systems.

The head of one of the firms expressed his appreciation for the seminars when he said, "Our thanks to the American Plywood Association for a very informative presentation that will result in a major improvement in the Japanese construction industry."

The response at each seminar showed strong interest in using American plywood for concrete forming. This interest brought forth many questions. Those most frequently asked may be grouped in three categories:

- Advantages of Douglas fir vs. lauan plywood. The mission pointed out that Douglas fir is 15 to 30% stiffer and stronger than lauan, has a surface that strips from concrete easier and with less damage to the plywood surface and edges.
- Plastering. At each seminar the question of applying decorative tile to

Mission recommendations

The Trade Mission's recommendations to the Board of Trustees of the American Plywood Association embrace these courses of action:

- Prompt and aggressive promotional work, particularly with construction companies.
- Personal calls on builders, offering technical assistance.
- Expanded cooperative tests and more Japanese-language plywood literature.
- Standard export packaging to protect material during shipment.
- Consideration of an introductory-inventory offer by Plywood International, the industry's export organization.
- Sales follow-up by individual firms to Japanese trade houses.
- Follow-up with U.S. concrete form system manufacturers to encourage their interest in the Japanese market.
- Encouragement of U.S. Government efforts to relieve the inequalities between the U.S. and Japanese plywood tariffs.

the surface of the concrete by plaster or mortar was raised. This practice is common in the United States, but Japanese contractors are apprehensive about the plaster adhering to the smooth face of concrete poured against plywood. More technical information on this subject will be given these contractors by the Association.

● Price. Questions in this category were handled by individual company representatives on the mission.

Specific results

One of the five largest construction companies with an annual construction volume of $300 million, ordered samples of three thicknesses of concrete form plywood after one of the seminars.

Another of the largest construction firms requested samples and prices relative to an order for 3,000 pieces of ¾" concrete form plywood.

In Hiroshima, a contractor who had already experimented with American plywood for concrete forms stated that he had used the panels ten times and they were still in excellent condition.

Trade house seminars

Trade house seminars were presented to representatives of more than 60 trading companies and wholesaling firms in Japan. These seminars were centered around strong sales presentations designed to effectively emphasize the properties of American plywood, with particular attention to concrete form and specialty products.

These meetings stimulated interest and questions, but it was clear that before the trade houses will be willing to stock American plywood in substantial quantities, they want to see a strong demand for it. Structural plywood is a new product for the trade houses, and they will evidently stock it and promote it aggressively only when encouraged by interest from the construction companies and architects.

The leading Japanese executive present at each seminar usually started the meeting by pointing out the importance of learning as much as possible about American plywood, in order to effectively service construction companies and other customers. One executive of a large trading house told his employees, "Plywood will soon be used for concrete forming by all contractors in Japan. This is inevitable due to rising labor costs. We must learn all we can so that we will be in a position to participate in this sweeping change."

After completion of each formal presentation, a question and answer period was held. The technical differences between Douglas fir and lauan were spelled out. Questions about standard panel sizes were brought up at most meetings and satisfactorily answered by showing how the American standard size of 4′ x 8′ can be readily used by the construction industry.

Many questions asked

As evidence of real interest in selling American plywood in Japan, there were questions about Japanese tariffs, freight rates, prices, packaging practices, and the availability of samples. This kind of interest did not exist before, and it can pave the way for volume sales by industry members.

The Washington State Building at the Tokyo International Trade Fair was designed by the American Plywood Association to utilize American plywood and lumber components in an attractive, practical structure. The Washington State Trade Fair Committee arranged for erection of the building in Tokyo.

The trade mission members are unanimous in their assessment that structural plywood has an excellent opportunity in Japan. With the coordinated efforts of individual companies, the American Plywood Association, and Plywood International, a major new market can be developed for American softwood plywood.

Mission members

Members of the American Plywood Association Trade Mission to Japan were: Charles L. Morey, President, American Plywood Association and manager of marketing, St. Regis Paper Co.; James R. Turnbull, executive vice president, American Plywood Association; Albert Bryson, export manager, Clear Fir Sales Co.; John H. Martinson, president, Plywood International and general manager, Anacortes Veneer, Inc.; William Schlauch, export manager, Georgia-Pacific Corp.; Fred Smales, vice president, United States Plywood Corp.; Mowry Smith, Jr., vice president, Menasha Corp.;

Also from the Association, Arthur H. Jones, director, Market Research and Economic Services Division; Frank L. Arnold, manager, Market Research Department; Daniel H. Brown, manager, Applied Research Department; and Douglas D. Walker, manager, Industrial Field Services Department.

Ad agency leaders urge wider scope for global drives

'Misconceptions' about costs, production schedules are cited

The American advertising or public relations agency serving clients internationally provides more comprehensive services than normally offered domestically, Harold Burson, president of Marsteller S.A., said in Chicago at the June 28 National Conference of the Association of Industrial Advertisers.

Attributing this to the structure of the typical American corporation operating overseas, plus the general lack of precedent in allocation of budgets, the Marsteller executive said that the "total communications" concept is coming closer to realization abroad than in the United States.

Burson spoke as chairman and a member of a three-man panel on "International Marketing and Advertising." Joining him were Harry S. Burker, director of advertising, Clevite Corp., Cleveland, and Charles W. Gilbert, publisher, *International Business Automation*, Chicago.

Four P's

In a talk on "The Four P's: People, Product, Price and Problems," Burson said that industrial marketing abroad is still relatively new and profits to date low in comparison with costs of establishing operations. The result is a general scarcity of trained advertising, public relations and sales promotion managers.

He cautioned against a "popular misconception" that advertising and promotion are available overseas at "bargain basement" prices. He called this "a case of reaching conclusions on the basis of limited knowledge," and observed:

"It is true that page rates are a fraction of those in the U.S. But most frequently, the ad must go, not into one publication, but a half dozen or more, sometimes in that many languages and with varying page sizes. The ultimate cost is often at a rate comparable with that encountered in the U.S. and the costs per prospect are probably higher."

Deadly foe

Clevite's Harry Burker stressed the complexity of marketing overseas.

"If planning is important in the domes-

tic market, it is ten times as important when you cross the water," he said. "Time is one of our deadliest foes. We are constantly seeking procedures to collapse time, but at best it takes far longer to complete any production job than you would normally consider acceptable in the United States."

Burker added: "You quickly learn that you're not in a 'Common Market'—rather, you're in a series of small 'Uncommon Markets.'"

Looking at marketing overseas from the publisher's seat, Gilbert said that despite the problems highlighted by Burson and Burker, there is every reason to continue to develop U.S.-directed operations.

"What is needed today by any company operating overseas," he contended, "is the cohesive, coordinated marketing program that will result in integrated, centralized control and which will give the company a reasonably uniform image. When left to the agent or subsidiary, communications may cause a serious decline in the company's reputation."

Wood highly regarded in Japan for residential buildings with white woods preferred

Japan presents a picture of an economy whose construction needs for lumber are much greater than the ability of domestic producers to supply the West Coast Lumbermen's recent Trade Mission has reported.

During 1964, Japan imported 6.6 billion board feet of logs and lumber to meet the demands of the economy. Of this, the western United States furnished nearly 110 million board feet of lumber and 753 million board feet, Scribner, of logs.

Visiting in Tokyo, the major lumber consuming area, and Osaka, the lumber producing area, the members of the trade mission generally encountered a feeling of willingness to cooperate in strengthening Japan-U.S. lumber trade relations. Encouraging was the expressed desire by the Japanese to buy more U.S. lumber. It was also encouraging to learn that demand for lumber would steadily increase.

The major use of lumber is in residential home building. Although steel and concrete have made some inroads on traditional lumber markets, wood is highly regarded both for its esthetic qualities and its functional value. Scarcity of land has encouraged a trend to high-rise apartments, but even here, a large volume of wood is used. One low-cost, high-rise apartment project visited used over three million board feet of lumber.

Placing high value on the esthetic properties of wood, Japanese artisans traditionally choose wood in natural finish wherever a structural member is to be exposed. In this type of usage, there is a preference for the white woods such as the true firs, spruce and hemlock. Obvious also was the extensive use of cedar for sliding door and window frames.

No standard sizes

Mass production of standard lumber sizes is difficult for the Japanese market, because there is little standardization in the homebuilding industry. Lumber dimensions vary according to region. In Kansai, for example, 4¼-inch baby squares are used, while Tokyo builders use a 4-inch square. In Osaka, a standard length is measured in multiples of 6½ feet; in Tokyo, the standard is 6 feet. Some progress is being made in standardization and this will help the position of imported lumber.

Japanese lumber manufacturers pay special attention to sawing a high-quality product. The logs are accurately sawed according to the characteristics of the individual log, and the lumber and squares have the appearance of coming right from the planer. This quality comes from facilities that are fairly crude by American standards.

Naturally, it would be impractical because of high labor costs for a U.S. mill to achieve this precision in manufacture without surfacing. It is interesting to note, however, that there is a steady increase in the cost of labor in Japan. It is anticipated that this will soon improve the competitive position of imported lumber versus imported logs.

Attention to product appearance and willingness to provide special sizes have helped Canada become Japan's principal supplier of softwood lumber. Important, too, is the fact that Canada maintains effective control over the volume and type of log export. Canadian hemlock has emerged as the number-one North American species imported, with Sitka spruce next in importance. Used structurally for its strength, Douglas fir has lost ground to steel in many applications.

Some criticisms heard

Lack of uniformity in the grades shipped was cited as a deterrent to buying U.S. lumber. Another recurring complaint was that the rough surface texture of U.S. lumber forces the Japanese to plane the wood. This, they said, results in un-

Lumbermen visited eight countries seeking markets

Lumbermen from West Coast mills have investigated markets in eight foreign countries on trade missions over the past two years. Industry-financed missions were sponsored by the West Coast Lumbermen's Association and led by G. C. Edgett, Executive Vice President of that organization.

The first—to Europe—took place in 1963 and was reported in the Aug. 26, 1963 issue. The other—to Australia and Japan—was completed in April. The U.S. Department of Commerce recognized both groups as industry-organized government approved trade missions, provided background briefing, advance programming, and otherwise assisted in making arrangements for the trips.

Primary purpose was to determine the possibility of increasing the volume of lumber exported from the Pacific Northwest region of the U.S. to the countries visited.

Toward this objective, the group established contacts with lumber trade sources and associations; studied transportation problems and handling and marketing procedures; viewed uses of lumber in housing and construction; visited remanufacturing and joinery plants and dock areas and explored the potential for exporting merchantable grades of West Coast lumber in addition to established clear items. They exchanged information on uses of lumber, searching for areas in which the use of lumber might be introduced or expanded.

The report on their findings in Japan and Australia is summarized in this issue.

LUMBER IMPORTS in Japan can't compete with log imports, Trade Mission reported with suggestions.

necessary waste. There was a feeling that more packaging, end-waxing and better marking would improve the salability of American lumber.

The price differential between Canadian and U.S. lumber was cited as a major reason for preferring the former. The difference in CIF prices between the lumber of the two countries, according to one importer, results from the ability of the Canadians to load at a cheaper rate because of superior port performance. In addition, Canadian shipments can be transported more economically because of full charter rates.

The prime reason for not importing more lumber, however, is the preference on the part of Japanese lumbermen for logs, rather than lumber, to meet domestic needs. Based on economic considerations, this preference for logs comes for the following reasons:

- Logs ship at a cheaper rate than lumber.
- Improved ability by Japan's particleboard, hardboard and paper industries to use wood residues has resulted in almost complete utilization of log wastes.
- Using cheap labor and thin saws, Japanese manufacturers can get more recovery from a log than U.S. millmen.
- Special lengths can be obtained easier in logs than in lumber.
- It does not pay to resaw large squares into small size squares.
- Logs can, in times of market instability, be stored more cheaply in ponds with little downgrade.
- Log-unloading facilities in major ports are much better than lumber-unloading facilities.

Log imports rise

In 1964 log imports from the U.S. were over six times more than lumber imports. This imbalance is likely to continue—at the expense of U.S. lumber manufacturers—until policies are adopted that will prove to the Japanese that it is more economical and profitable for them to deal in lumber rather than in logs.

The Japanese lumbermen showed great concern over actions in Washington and Oregon seeking to prohibit the export of logs to their country, and expressed a willingness to cooperate in reaching a solution to the problems. The suggestion from the mission that instead of outright restrictions, an increased percentage of lumber and other wood products imported by the Japanese might solve the problem, was favorably received.

Conclusions: The obvious way in increase softwood lumber exports to Japan is to devise methods whereby lumber can compete favorably with logs in that market. An important step in this direction has been made with the advent of chip shipments from the U.S. in especially designed ships. This tends to supplant the need for log residue in Japan.

In view of the governmental concern in both Japan and the U.S. on balance of payment problems and restrictive trade regulations, it is felt that consideration should be given to resolving the log export controversy through a new study and fresh approach.

Favor freeing spruce

One way this could be accomplished would be to release the ban on shipment of Alaska spruce logs. Spruce is favored in Japan and this would provide an additional source of logs which would ease the pressure in Washington and Oregon. Sawmill production in Alaska does not approach the annual allowable cut, and export of logs from the 49th state would bring about better utilization of existing timber resources.

An increase in log production in Alaska which would be required by export should not work undue hardship on Alaska since the log market there is extremely limited. Such increase in log production would tend to bring about an increase in the efficiency of the Alaskan logger as he steps up his pace of production. Increased efficiency usually brings with it a per unit cost reduction which would benefit the few existing sawmillers and pulp and paper companies.

Softwood log and lumber exports by species from North America to Australia and Japan—1964

(In Thousand Board Feet)

	AUSTRALIA	JAPAN	
	Lumber	Logs	Lumber
FROM UNITED STATES:			
Douglas Fir	87,458	69,273	20,748
Hemlock	818	—	17,791
Spruce	221	—	70,293
Cedar	745	36,907	18,614
Other Softwoods	3,146	643,464 *	1,548
TOTAL Softwoods	92,388	749,644	128,994
FROM CANADA:			
Douglas Fir	92,143	1,101	10,636
Balsam Fir	—	—	6,152
Hemlock	10,973	6,115	177,332
Spruce	126	21,353	13,840
Cedar	10,752	10,270	24,625
Other Softwoods	562	3,265	402
TOTAL Softwoods	114,556	42,104	232,987

* Includes Hemlock and Spruce
Sources: U.S. Bureau of Census, Dominion Bureau of Statistics

Any such action must be dependent upon a trade agreement with Japan whereby importers and exporters would be required to make space available on log ships at favorable rates for a fixed percentage of lumber and other wood products. This would improve the over-all competitive position of the American lumber industry and provide benefits for all concerned.

Improve uniformity

Additional efforts on the part of U.S. producers to improve product uniformity and appearance would also serve to increase lumber sales to Japan. The need for good quality control to serve this market effectively is as important as it is in other countries.

Offers good potential

Even without an immediate adjustment in the log/lumber ratio, Japan offers a good potential market for Western U.S. lumbermen. The housing needs of an expanding economy ensure a continuing demand for wood. This important market should not be neglected by producers with access to export facilities.

Specific Mission purposes were:

To enable experienced U.S. lumbermen to assess market opportunities abroad with on-the-scene examination and to seek out specific prospects for expansion of trade.

To acknowledge the worthwhile business that is presently being done in these markets and to let the timber trade know that the West Coast lumber industry is interested in problems of mutual concern.

To enable U.S. shippers to learn more about the competition in foreign markets and to ascertain what they will have to meet in the way of sizes, grade, quality, price, delivery and packaging requirements.

To examine European, Australian and Japanese trade organization practices as well as the current trends that are developing in the channels of distribution and use of lumber and wood products.

To exchange views on developments in timber construction with the objective of adopting techniques in the countries concerned that might make lumber usage more efficient and more competitive with substitute materials.

To create, in a general way, a feeling of good will and interest in the Pacific Northwest as a dependable and virtually inexhaustible source of supply for a wide range of quality lumber items.

TRADE MISSION REPORT

Australians need lumber

West coast group find market exists but improvements are needed in U.S. production methods

Although a division of authority between the states of the Commonwealth of Australia has caused individual areas to be developed along fairly independent lines, general findings and recommendations of the West Coast Lumberman's trade mission can be considered together. The major differences among the states concern the trade channels used for importing lumber and the proximity to major domestic timber resources.

Generally, in Australia, all-wood construction is lower in cost than other primary construction methods. Slightly costlier than all-wood homes are homes constructed of wood framing with brick veneer on the outside walls. Brick veneer construction is well established in the states of New South Wales and Victoria and is becoming more popular in South Australia. In most areas, the cost of all-brick construction is slightly over 12% higher than all-wood construction.

Led by an expanding economy, Australian construction activity has been growing steadily. This growth has outstripped the ability of domestic production to meet the demands for lumber; and as a result, Australia must look to other countries for a large portion—nearly 50% in 1963—of its timber supply.

Market is changing

The most important sources of foreign softwoods have been the United States and Canada. The bulk of North American imports is in the form of Douglas fir flitches, which are resawn by Australian mills into lumber. Recently, however, Western red cedar and Western hemlock have emerged as significant species in the Australian markets.

Douglas fir is highly regarded as a construction material because of its strength and stability. Depending on the area, it is in direct competition for many uses with radiata (Monterey pine) and eucalyptus of Australia. Hemlock, which generally sells for less than Douglas fir, is being promoted (as Canada pine) by British Columbia manufacturers, but so far has not gained great acceptance. Western red cedar is used in large quantities for joinery, and redwood from the U.S. is used for special projects.

Although radiata, a fast growing pine, is the dominant Australian softwood, its

Recommendations of the Mission

• **MANUFACTURERS** should make a strong endeavor to improve the appearance of export shipments. Good end trimming, waxing and stenciling are far more important to the buyer than is generally recognized. It is also desirable to identify the length, grade and shipper on the ends of each piece. Similarly, a preference is developing for well packaged lumber with good corner protectors and this type of shipment should be encouraged.

• **GRADE INSPECTION** agencies should adopt more rigid policies with respect to grade uniformity, size specification and anti-stain treatment. It is recognized that some of the problems are inherent in the time interval between inspection and shipment and this should not exceed 90 days. Nonetheless, the buyer is paying a premium price for a quality product and he is entitled to get exactly what he has specified.

• **LUMBER EXPORTERS** should reappraise their method of doing business as it is obvious that the export structure of the Canadian trade is far superior to that existing in the United States. Better control of the product and an improved competitive position would result if there were a centralized grouping of independent exporters for shipping purposes plus one or two strong manufacturer-exporter-shippers operating on their own.

• **THE INDUSTRY** should continue to press through appropriate channels for more equitable tariff treatment. Submissions have been made to the U.S. Trade Information Committee but a major effort should be made to seek an accommodation with Canada on both domestic and export duty problems. It is felt that the impetus for this must be an industry responsibility with a united front presented to the respective governments concerned.

• **THE GOVERNMENT** should immediately start negotiations with Japan on a trade agreement that would free the export of logs from Alaska but would provide for a fixed percentage of shipments of lumber and other wood products on log carrying vessels at competitive rates. If necessary, appropriate legislation should be introduced in Congress to achieve this result.

use in construction is hindered by a relatively low basic fiber strength and its coarse, knotty appearance. In uses where appearance is especially important; for example, in exposed decking, it was felt by the trade mission members that U.S. ponderosa pine might compete favorably with the native radiata. Unlike Douglas fir, hemlock and the cedars, ponderosa pine is assigned only a nominal duty because it is used principally for pattern work.

Canada big supplier

In recent years Canadian producers have usually shipped more lumber to Australia than have U.S. lumbermen. One reason for this is a Commonwealth preference which grants lower duties to Canadian shipments. For most items, this reduction amounts to 10% less than duties for U.S. products.

It must be realized, also, that Canadians give much more attention to developing foreign markets. This attention is demonstrated by the willingness on the part of Canadian producers to produce the odd and even lengths demanded by Australian buyers. Additional evidence of Canadian recognition of the importance of Australian markets is manifested by the assignment of a representative of the British Columbia Lumber Manufacturers Association to Australia to promote B.C. lumber.

One of the most common criticisms of U.S. shipments heard by the trade mission participants concerned the lack of grading uniformity. Merchants and importers felt that inconsistency in the amounts of high-line and low-line pieces included within the grades was a major drawback to handling U.S. lumber.

Another criticism about imported lumber was the feeling that actual grades of flitches were often incompatible with intended end uses. This incompatibility was cited as a reason for excessive waste in remanufacture.

Sizes, too, were frequently criticized. Irregular sawing and undersized material were reported in several instances, and the need for lengths in odd increments was emphasized.

Shipping schedules from the U.S. as well as British Columbia were the object of complaints from importers. Also, it was learned that grade inspection certificates are often outdated by the time of arrival of the lumber in Australia.

Better end-coating, more packaging and better stenciling methods were all mentioned as ways in which U.S. exporters could improve their shipments. Implicit in all of the criticism was the need for more and better communication between U.S. sellers and Australian buyers.

Outsiders buy U.S. lumber

Generally, in Australia, purchases of imported lumber must be made through members of well established trade associations. In Sydney, the major lumber port, a schism has persisted in the trade system but progress is being made in resolving differences. Much of the U.S. lumber is purchased by so-called "outsiders" in this area.

Conclusions: Most Australian lumbermen agreed to the need for more realistic duty levels. In some sections, the feeling ran to favoring reductions on the larger flitches while in others, there was more emphasis on reducing duties on the smaller sizes, particularly for the clear grades. Country sawmillers tend to resist

Mission membership

G. Cleveland Edgett (Leader)
Executive Vice President, West Coast Lumbermen's Association
Portland, Oregon

Julian N. Cheatham (Australia only)
Vice President, Georgia Pacific Corporation, Portland, Oregon

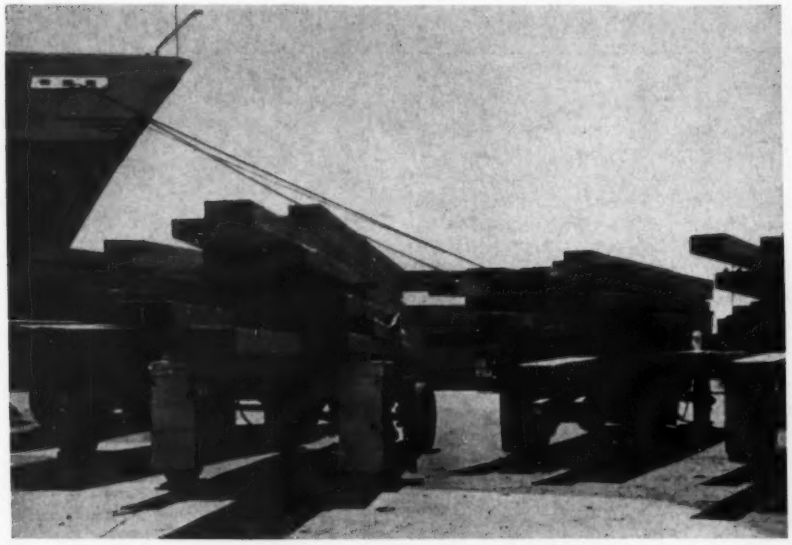
Strayer E. Pittman
Sales Manager, Wood Products, Bohemia Lumber Company, Inc., Culp Creek, Oregon

William H. Schlauch (Japan only)
Manager, Export Department, Georgia Pacific Corporation, Portland, Oregon

Richard P. Schneider
Export Sales Department, Weyerhaeuser Company, Tacoma, Washington

William J. Cary, Jr. (Secretary)
Business Editor, the Oregon Journal, Portland, Oregon

The mission schedule was prepared in advance by Harry Fimmel, Public Relations Manager of Western Wood Products Association, and Joseph L. Muller, senior program officer, Trade Missions Program, Bureau of International Commerce.



LUMBER SQUARES at Sydney are unloaded, illustrating the type of lumber now being imported and causing uneconomical purchases by dealers. Tariff limits amount of finished lumber sent to Australia.

a major change in the highly restrictive tariff structure.

Obviously, it is difficult to arrive at a tariff policy that will suit all factions. Nonetheless, an objective reappraisal is urgently needed.

Trade mission members concluded that much of the criticism on imported lumber was a direct result of the excessive duty ($34.10) on sizes less than 4 x 6 inches. This forces the trade to purchase lumber unsuitable for its end-use requirements, inhibits the essential need for shipments of packaged lumber and adds a substantial cost burden to the consumer.

It was felt that a major solution to the problems in Australia would be achieved if United States and Canadian lumber producers would aggressively pursue a policy of having a uniform duty of 100 shillings ($11.00 U.S. or $9.90 Canada) established on imported softwood lumber in Australia, irrespective of size, species, type or country of origin.

Quality sawing needed

Although in sympathy with the Australians' desire for odd lengths, it is realized that West Coast producers probably would not be able to furnish these economically until exports account for a larger proportion of total shipments. There are ways, however, in which U.S. manufacturers can improve their market position by orienting to the needs of the Australian market. Producers can take care to see that they hold their grades to consistent quality. Attention can be given to sawing for accurate widths and thicknesses. More packaging, better end-waxing, more precise end-trimming, improved sealing and marking: all these services can improve trade relations immeasurably.

Need tight schedules

Concerning delayed shipments, every effort should be made to furnish tighter schedules. In addition, study should be made of the delay in shipment which causes the inspection certificates to be outdated. Export parcels should be reinspected if the date of the certificate exceeds 90 days prior to shipment. Any degrade occurring probably should be the exporter's responsibility.

Australia dependent on imported lumber but has high tariff

Although dependent on imported lumber to meet domestic construction needs, Australia has erected one of the highest walls in the free world against lumber imports, the West Coast Lumbermen's Trade Mission reported.

Duties up to $46 per thousand are levied on lumber from the United States. Generally, Australian duties are lowest on lumber 6 x 12" and larger, while the highest rates apply to items less than 24 square inches in cross section. Surfaced lumber has a higher rate than unsurfaced.

Most of the U.S. lumber imported are merchantable clears—largely Douglas fir—which are remanufactured by Australian mills. Some structural items are also imported from the U.S. The grades and sizes imported are, in the main, items that are not available from domestic producers sawing the dominant Radiata pine.

Canadian advantage

Although assessed high rates of duty also, Canadian exporters have the benefit of a Commonwealth preference policy that results in their products paying, on the average, 10% less than those from the U.S. This preference is one of the reasons Canadians have outsold U.S. exporters in Australia in recent years. In 1964, the U.S. softwood exports to Australia totaled 92 million board feet, while Canadian shipments totaled 114 million board feet.

These high tariffs on North American lumber have the effect of increasing costs of building and decreasing wood use.

Study prospects for new Bangkok industry

A team of three U.S. citizens has arrived in Bangkok, Thailand, to explore possibilities of setting up an industry to produce and distribute a high protein food product. The team consists of Henry M. Kannee, Washington, D.C. attorney; Max C. Wiener, president of Foremost Laboratories Corp., Philadelphia, Pa., and Donald E. Wolpe, president of the University National Bank, College Park, Md.

If the project is found feasible, the resulting food product would be directed toward augmenting diets of small children in Southeast Asia. If not, the group would receive $9,353 from the Agency for International Development, representing half the cost of the feasibility survey.

Under AID's investment survey program, U.S. investors are reimbursed for half the cost of a survey in a developing country, if the proposal is not found feasible. If the survey results in an investment, the entire cost is paid by the investors.

TRANSPOSED

U.S. exports to Sierra Leone amounted to $4.6 million in 1964 and imports from Sierra Leone were valued at $10.7 million. INTERNATIONAL COMMERCE transposed the figures on page 64 of its June 28 issue.

TWO MILLION VISITORS

Four recent U.S. Exhibitions—in Poland, Bulgaria, Czechoslovakia and Yugoslavia—attracted more than 2 million visitors who viewed the products of some 320 U.S. manufacturers.

Sweden good place to promote, sell laundry equipment

Trade Center show in Stockholm scheduled for next October

Rising incomes, population growth and demand for labor-saving devices provide U.S. manufacturers of laundry and dry cleaning equipment with a rare opportunity to tap the profitable Scandinavian market.

As part of its drive to push U.S. exports, the Commerce Department's Bureau of International Commerce (BIC) is staging a laundry and dry cleaning equipment show at the U.S. Trade Center in Stockholm, Oct. 20-29.

This equipment is not only well known, but competes favorably with European brands in Scandinavia. Sweden, which imported $1 million worth of dry cleaning equipment in 1964, made 84% of these purchases from the United States.

While Scandinavian homemakers can be expected to buy economically-operated American washing machines, apartment houses are the major market for U.S. commercial laundry and dry cleaning equipment.

Other equipment too

Scandinavia is also a good market for such related equipment as marking machines, conveyors and storage racks, shirt finishing units, puff irons, carpet cleaning equipment, tailoring and pleating machines, glazing and garment storage equipment, fur cleaning units, and many other labor saving devices.

The Stockholm Trade Center, which opened last March, gives American businessmen an excellent opportunity to present their products to buyers from all the Scandinavian countries—Sweden, Norway, Denmark, and Finland.

The Center is located in the heart of the Stockholm commercial district and, in addition to its extensive display space, provides conference rooms, a commercial library, and other aids for U.S. exhibitors.

Each Trade Center show is preceded by an advertising, public relations, and product promotion campaign, and the Center staff assists exhibitors in developing sales, and in locating agents and distributors for their products in the Nordic market.

Write: the Bureau of International Commerce, (Code 8193), Department of Commerce, Washington, D.C. 20230 (Phone: Area Code 202, 967-3806), or contact any of the Department's Field Offices.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Sweden changing, updating entire hospital system

From surgical needles to electronic brains, U.S. producers of research and hospital equipment exhibited their wares for Scandinavian medical and health officials and scientists.

The occasion was the June 15-25 opening of the 10-day medical and surgical instruments show at the U.S. Trade Center in Stockholm. Staged to coincide with the 14th International Hospital Congress held in the Swedish capital June 20-25, the U.S. show was expected to attract many of the 1,350 delegates from 43 countries who will be attending the annual Congress.

Primary interest among the 25 American firms participating in the show is the growing Scandinavian market. With Sweden completely revamping and updating its government-owned hospital system and Denmark, Norway and Finland expanding their programs of medical care, U.S. manufacturers are making a concerted effort to increase sales in the four Nordic nations.

International trade fair to take place in Niger

The Government of Niger invites U.S. participation in the 1965 International Fair to be held in Niamey Dec. 10-20. The covered exhibition space rents for $4 per square meter or about $768 per hangar. An exhibitor may rent either a portion of one or a whole one. Applications for space should be received by Aug. 1.

The fair offers U.S. businessmen an opportunity to familiarize Nigerians with American products, particularly in the fields of transportation and construction equipment.

Write: Secretariat General of International Fair Committee, Ministry of Finances and Economical Affairs, Niamey, Niger.

43rd Samples Fair in Milan 'more than satisfactory' despite attendance drop

"More than satisfactory" is the way officials of the 43rd Milan International Samples Fair described the show. Attendance was down, they reported, but there was more serious interest on the part of potential buyers than the year before.

The 44th Samples Fair will be held April 14-25, 1966.

Fair officials looked at the decline in attendance and participation—360 U.S. firms took part as compared to 416 the year before, for example—and put the finger mainly on the increased competition of specialized fairs and the general recession in Italy, evident for the past year.

Visitors numbered 3,775,000 in 1965, a drop of 250,000 from the year before.

Varied comments

A random sampling by the U.S. Consulate General of exhibitors representing American companies turned up comments from "better than last year" to "disastrous."

One exhibitor of U.S. earth-moving equipment reported the sale of three machines worth nearly $100,000 this year; he sold none last year. Several others reported just the opposite for this year.

American products shown at the 1965 fair were not received as well as in previous years, the Consulate General reported, because Italy's present economic difficulties have made Italian buyers more cost conscious. The result has been that the price difference between U.S. and European products works more to the disadvantage of the United States now than formerly.

At the same time, the Consulate General reported, rising Italian labor costs are helping to narrow this price gap and are making Italian buyers more interested in the labor-saving aspects of advanced U.S. equipment.

Milestone in world trade . . .

The place was Frankfurt, Germany. The event was the 100th show in the U.S. Trade Center program administered by the Bureau of International Commerce. In action during the eight-day exhibit devoted to plant and equipment maintenance: **top left,** Advance Floor Machine Co. shows powered floor sweepers; **top right,** Kent Co.'s export manager, Fred Peters, explains operation of floor scrubbing-polishing machine; **lower left,** Hermann Weisbarth demonstrates compact floor washer-drier for Clarke Floor Machine Co.; **lower right,** agent for Cushman industrial machines takes trio of pretty girls for spin in front of Trade Center.

Industrial Design Services show at Trade Center in London drew leading British designers

An outstanding feature of the Industrial Design Services Exhibition, staged at the London Trade Center June 15 to 25 was the relationship that was established between American designers in attendance at the show and their British counterparts.

A group of the U.S. designers attended the annual conference of Britain's Society of Industrial Artists and Designers, which took place just before the opening of the Trade Center show and then in turn acted as hosts when the British designers they met there attended the U.S. exhibition.

Prominent British designers took part in the seminar sessions held at the United States Embassy in conjunction with the show. They joined an "Anglo-American" panel for a general discussion of mutual problems of designers on both sides of the Atlantic.

A further illustration of fraternal interest was provided by a group-visit to the Trade Center by more than 50 members of the Design and Industries Association, a long-established organization representative—as its title implies—both of designers and industries which have an awareness of the importance of design.

Against this background of professional interest and expertise, the Industrial Design Services Exhibition attracted an impressive and widely representative audience. Visitors included many leading figures from industry and commerce and from the marketing and promotion world. Also present were groups from colleges of art and technology—many of whom had travelled considerable distances to see the exhibition.

At the end of the first week, 488 trade visitors had come to see what the 112 U.S. participants had to offer. Total number of visitors stood at 1,137.

The staging and layout of the various displays attracted favorable comment from visitors who were themselves experts in this field. The sophisticated admixture of graphics and end products illustrated the increasingly important role of design in contemporary life.

ACROSS THE CHANNEL came Harold Barnett of Groupe, H.B., Paris. Here he studies the distinctive design of bottles produced for Calvert Cocktails.

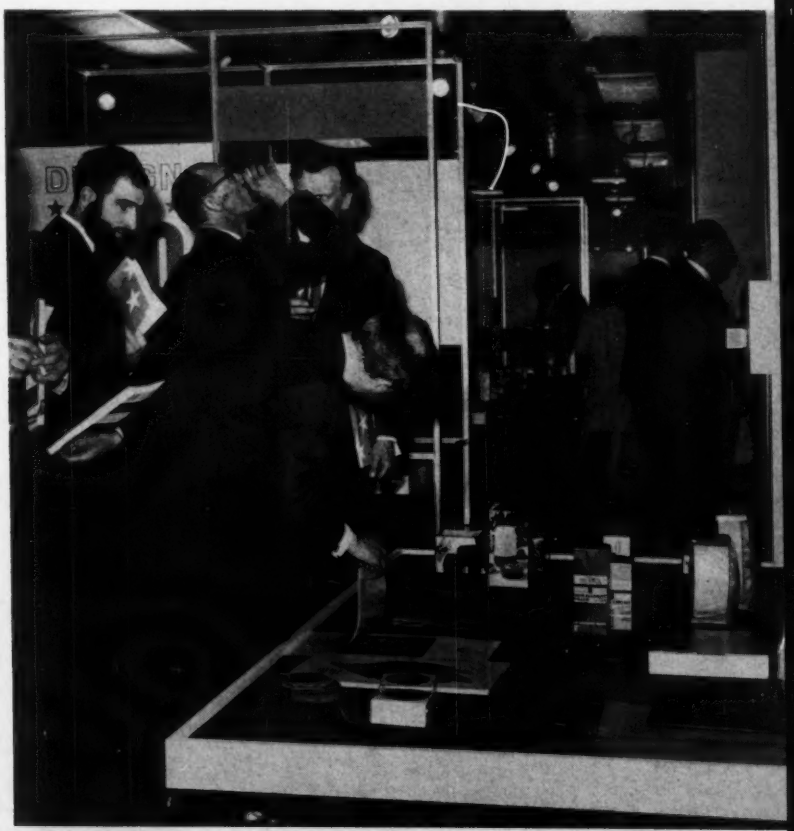
THE ROYAL TRAVELLER Attache Case draws appreciative attention as J. Munday, Trade Center staff, gives demonstration to W. McKee of Cyril Lord, Ltd.

THE SIGNING-IN 'ceremony' at the industrial design show kept both the desk-bound and the visitors busy. One British leading designer said the display was 'one of the best' of its kind held in London.

SOME OF THE MANY guests at the opening reception of the industrial design display discuss the individual exhibits with representatives of Design USA.

ON THE FAR SIDE is another exhibit of ours, the man at left seems to be saying. The show drew leading figures in design, education and commerce.

SLICING A ROAST should come easier with this GE electric knife, two visitors may be thinking. Anthony White, chairman of Smith Warden, Ltd., watches Mr. Harvey, art director of the agency, test the slicer.



ALL BUT ONE of the 112 U.S. participants in the show were new to the market. Here a group of visitors at the reception takes a keen interest in individual items on display. Some who attended came considerable distances to see the June 15-25 event.

Something special in Milan

An audience of engineers was just what the export manager would have ordered—and it was just what 31 U.S. manufacturers drew at the Milan Trade Center's industrial process control equipment show. The show, which closed last week, provided these scenes: **upper left,** Alina Corp. of Plainview, N.Y., demonstrates a precision gear tester; **left,** V. J. Catulla of Femco. Inc., Irwin, Pa., talks business; **lower left,** guests inspect display by Adams & Westlake, Elkhart, Ind.; **above,** agent for Acromag of Detroit chats with prospective buyer; **below,** Hewlett Packard, Palo Alto, Cal., shows recorders and data acquisition systems.

They ran every day to tour U.S. exhibit at fair in Budapest

Pavilion is 'popular sensation' with 800,000 Hungarian visitors

By SUSANNE ROSCHWALB
Staff Writer

"It is 9:30 a.m. The sky is overcast. There will be heavy rain any minute.

"The main gates just opened, and as I look out the window of our office I see —as I have seen every day since the fair opened, in good weather and bad— people running toward the door of our exhibit.

"In the time that I have written these few lines, the queue has stretched to the main gate. It is three blocks long."

This was Paul Nadanyi of the U.S.A., writing at the end of May from the U.S. Exhibition at the Budapest International Fair. Last week, with all reports in, there was no question that the first official U.S. appearance in Hungary in 20 years was a popular sensation.

Patient wait

Throughout the 11-day fair, Hungarians waited patiently—often for as long as an hour—to get into the U.S. pavilion. During the sunny week end of May 29-30, lines 400 yards long, three and four persons abreast, waited to enter. When it was over, 800,000 Hungarians had come.

They thronged to view U.S.-made kitchen aids, appliances, computers, telephones, farm machinery, food processing and packaging machinery, video tape recorders (INTERNATIONAL COMMERCE, May 31).

"The U.S. exhibit planners certainly succeeded," Nadanyi wrote. "This was exactly what people were looking for. Most of the other exhibits showed the products of heavy industry and they left people cold."

For sale

Many of the products on view in the U.S. pavilion were available for purchase and $34,000 in on-the-spot sales were recorded. Apple-grading equipment exhibited by the FMC Corp. aroused much interest.

The agricultural section of the U.S. pavilion, located at the end of a one-way traffic pattern, attracted large crowds, according to Dr. Charles Leidenfrost, University of Maryland agronomist who was on the scene.

Leidenfrost's duties included a series of illustrated lectures in a 50-seat projection room. A taped program also was presented as often as the room filled, frequently at 15-minute intervals.

Crowds passing through the U.S. pavilion were friendly. Respectfully, they toured a picture gallery of four U.S. Presidents—Truman, Eisenhower, Kennedy and Johnson. An unknown visitor placed a single rose at the portrait of President Kennedy.

HUNGARIANS BY THE THOUSANDS jammed the U.S. Pavilion at the Budapest International Fair and, with an interest strikingly obvious in this crowd scene, made it a sensation of the 11-day spring show.

TWO DECADES OF PROGRESS was theme of U.S. exhibit. Displays included video tape recorder, which visitors here are inspecting, and kitchen aids, appliances, telephones, computers, farm machinery.

CHILE

Getting down to business

New regime's economic program brightens some trade prospects for U.S.

By MORRIS ALLEN
Commercial Attache
U.S. Embassy, Santiago

With a clear mandate from the Chilean people, an absolute majority in the Chamber of Deputies, and almost ⅓ of the Senate seats occupied by his fellow Christian Democrats, Chile's President Eduardo Frei is now getting down to the practicalities of implementing the broad economic and social reform program promised by him and his party. The President's basic economic program is directed towards rapid economic growth, braking inflation, increasing productivity and exports, and agrarian reform.

Chilean political stability together with increased investment being planned jointly by Chile's major copper companies and the Government—but still awaiting congressional approval—is expected to generate new opportunities for U.S. exporters. Early passage of copper legislation currently before Congress could mean placing of some orders in the final months of this year.

A continuing shortage of foreign exchange, additional powers granted to Chile's Central Bank to restrict and reduce imports, and tougher price and credit competition are the principal problems which United States exporters to Chile must face during 1965.

An $80 million development loan by the Agency for International Development (AID) will assist some U.S. exporters to receive payments for merchandise with little more delay than the obligatory 120-day period imposed since September 1962.

Exporters should remember, however, that Chile's imports from the United States annually run to approximately $220 million which leaves some $140 million worth of imports from the U.S. to be paid for from other foreign exchange resources. Long payment delays experienced by many exporters to Chile during 1962 and 1963, while still encountered by some exporters, are not now the general rule.

A new law which became effective in January gave the Central Bank authority to reject all applications for registration of import items when the total value of all applications for a calendar month exceed the prior 12-month average by more than 5%. This authority can be used to conserve foreign exchange. Preliminary statistics indicate that 1965 imports will probably total less than the 1964 level of $608 million.

Following a debt renegotiation meeting of Chile's creditors in Paris during late January, the Central Bank has made new efforts to clear up commercial arrearages and limit increases in short and medium term credits. As a result, Chilean importers are now asking suppliers for eight-year terms on goods formerly sold on three- to five-year credits.

These developments have come about so recently that no general credit patterns have emerged, but there are indications that some European competitors will offer eight-year terms in order to obtain important orders.

In order to gear imports of capital goods to Chile's development goals, the Central Bank has adopted a series of seven categories to assist in deciding which imports financed by supplier credits will receive top priority. The seven categories, in their order of priority, are:

1) Capital goods for the production of exports,

2) capital goods for the production of import substitutes,

3) consumer goods and services of basic necessity,

4) capital goods for processing Chilean raw materials,

5) transportation equipment,

6) items necessary for general administration and the maintenance of public order, and

7) capital goods for modernization, enlargement, or improvement of production facilities.

A BASIC LESSON in world trade is illustrated as raw materials pour in on one side of this Chilean dock (right) while the finished product, pipe, is loaded aboard a ship tied up to the other side (at left).

Market share

The U.S. share of Chile's total imports has averaged about 37% in recent years, while the U.S. share of Chile's capital goods imports has been maintained at between 45% to 50%. Despite exchange shortages and import restrictions

and limitations, Chile remains a good market for capital equipment. Major expansion in copper and iron mining and in steel and iron production will present opportunities to U.S. exporters supplying not only these basic industries, but also the steel and copper fabrication industries, where a more limited expansion is anticipated.

Chile's Compania de Acero del Pacifico (CAP) is now completing a major expansion which will raise production from 480,000 to 650,000 metric tons annually. It is now seeking some $50 million in foreign financing to be matched by an equivalent amount from domestic sources for an additional expansion to bring production to one million tons annually.

U.S.-designed

The great bulk of CAP's modern facilities at Huachipato are of U.S. design and manufacture. While it is hoped that this pattern will continue, sources of new procurement will depend largely on the sources of foreign financing.

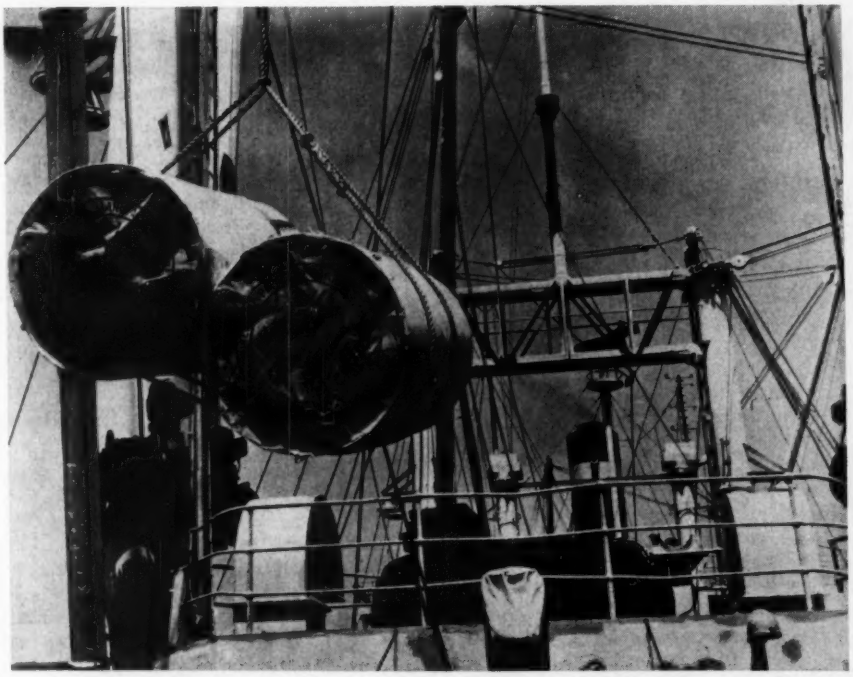
Until expansion plans are realized and production capacity for raw steel increased, CAP will continue to import limited quantities of unfinished steel in order to fully utilize the mill's finishing capacity.

Chile's fishing industry is suffering the worst slump in its short history. A serious shortage of anchovies along Chile's north coast has curtailed all expansion plans in the fish reduction sector of the industry and has idled most of the fish meal plants. As a result, some fishing companies are moving into canning and freezing of various other abundant species for human consumption.

Exporters of refrigeration and canning equipment may find some opportunities in these attempts to diversify in the north, as well as other new ventures along the central and southern coasts.

Lumbering equipment purchases are expected to increase significantly over the next few months. Both cutting and transport equipment are in demand. Various sawmills and finishing mills recently canvassed are not familiar with U.S. brands of machinery and equipment, especially for working small trees.

Growth in the textile industry, which has been rapid in recent years, continues, but at a slower pace. There is a strong demand for spinning and weaving equipment and spares, as well as industrial cutting and sewing machines. Despite this demand, imports of such equipment are not expected to increase significantly this year. Government authorities view the textile industry as comparatively overdeveloped, and import permits are difficult for prospective buyers to obtain.



CHILEAN NEWSPRINT from the Bio Bio mill is loaded aboard a merchant ship at the beginning of its trip to the world's markets. Chile is one of the world's leading suppliers of Newsprint. (World Bank)

President Frei has taken a personal interest in bringing relief to Chile's urban and inter-urban public transportation system. The Government has received bids from a number of U.S. and other producers for the supply of some 1,800 bus chassis and 50 completed inter-urban buses. Bodies for the 1,800 chassis are to be manufactured in Chile entirely of Chilean components, at the rate of approximately 600 per year. A complementary program aimed at restoring over one hundred disabled buses to service will increase demand for engine and transmission spare parts. Development of these programs, with additional purchases, is likely to extend over the next several years.

Expansion plans in telecommunications aim at establishing a national "backbone network," and promise some procurement opportunities. Bids for the construction of the northern portion of this network are currently under study in the national communications enterprise. Realization of these projects could provide some export opportunities for U.S. suppliers.

The state railway's 10-year modernization program (1960-70) continues to generate purchases at a steady, moderate pace, with larger purchases generally tied to financing sources.

Competitive market

Demand for capital goods in the Chilean market is strong and increasing. The scarcity of foreign exchange and the desire to limit expansion of short- and medium-term foreign credit is forcing Chilean importers to shop for credit with a keener eye.

If further improvement in the balance-of-trade and in the balance-of-payments can be realized this year, some relief from this situation may come in early 1966.

No relief is in sight, however, from tougher European competition. European suppliers are making a strong effort in Chile and U.S. exporters will be pressed to maintain their share of this market.

Expansion of the market in the months ahead will also depend on the success or failure of the country's new administration to obtain congressional as well as popular support for development and reform goals.

ALL-TIME HIGH

U.S. exports reached an all-time high of $25.6 billion in 1964, up 14% over 1963.

YUGOSLAVIA

Growth creates markets

Nation must import equipment to produce needed increase in export goods

By RUSSELL O. PRICKETT

Commercial Officer
U.S. Embassy, Belgrade

Yugoslavs are confident that they can solve the problems generated by the country's current economic boom without impairing the basic vitality of their economy. With one of the fastest-growing economies in the world, Yugoslavia has in recent years enjoyed a rising standard of living as the country's technological base rapidly expanded, industrial production soared, and building and road construction made great strides forward.

The gross national product (GNP), currently about $7 billion, has roughly doubled in five years, and imports in 1964 reached a record $1.3 billion.

This phenomenal growth was accompanied by the classic problems of rapid expansion, over-investment and domestic inflation, and 1964 also produced a record international payments deficit of over $215 million.

Measures to combat inflation and improve the balance of payments picture include limitations on investments and a tightening of consumer credits. In addition, a contractual system "tying" imports to exports is being enforced by the Yugoslav Foreign Trade Bank, and a decree was issued freezing basic prices at the level of March 22.

On the positive side, enterprises are being urged to produce more for export, and at this writing Yugoslav sales missions are active on three continents.

In this transitional period three points should be kept in mind:

First, the most restrictive measures, tied imports and the price freeze are temporary. Responsible Yugoslavs freely admit they could strangle trade if left on too long, and they stand in the way of closer relations with Western economic institutions.

Second, the reductions sought in investments and imports are modest. Investments are to be reduced only 10% from 1964, a record year. Imports will continue to provide a billion-dollar-a-year market.

Third, and most important for the U.S. exporter, a basic solution of Yugoslavia's balance-of-payments problem will require substantial amounts of imported equipment to reduce reliance on certain imported products and to increase the country's ability to produce and sell for export. The greatest potential for U.S. commercial sales to Yugoslavia lies in providing this much-needed equipment.

Severe shortages

Yugoslavia still has severe shortages in power and transportation, areas which are vital to continued development of domestic as well as export industries. Power generating equipment by General Electric and Westinghouse, and heavy construction machinery by Caterpillar, LeTourneau-Westinghouse and Euclid have been widely and successfully used in thermo and hydro-power projects to date.

Development of Yugoslavia's largely untapped power potential will continue to receive high priority and will provide a large market for such equipment for some time to come.

It was recently announced that the Soviet Union will provide power-generating equipment for both the Yugoslav and Rumanian sides of the huge (2 million Mw.) hydroelectric project to be built in the "Iron Gates" of the Danube river.

However, there is still a market for American heavy construction equipment, which continues to distinguish itself by its contribution to Yugoslavia's road-building program and its heavy-duty work in several of the large open-pit mining operations here.

Yugoslavia is embarking on a major program of modernization and electrification of its railroad system, a large part of which will be financed by a $70 million World Bank loan. A contract for some 200 electric locomotives appears to have been won by a European combine, but many opportunities remain to sell switching and communications equipment, and the Yugoslav Railway has expressed interest in purchasing 30 General Motors diesel locomotives of a type already in service here to provide much-needed traction during the change-over.

Yugoslavs are determined to reduce agricultural imports and to increase exports of their own farm products. American pre-eminence in this area is world-renowned, but too few of our agricultural equipment manufacturers have made a real effort to sell in Yugoslavia. Notable exceptions have been New Holland, John Deere (through its West German subsidiary John Deere-Lanz), Massey-Ferguson, and New Idea, which has just completed the sale of some 200 cornpickers as the first stage of a larger transaction.

Continuing needs

For the next several years Yugoslavia will need various types of combines and harvesting equipment, including potato and sugar beet harvesters and both air and ground spraying equipment.

Yugoslavia also needs to expand its production of chemical fertilizer. Negotiations are under way to double the capacity of the ammonium nitrate plant at Pancevo, in the heart of Yugoslavia's

A PIPER 'PAWNEE', equipped for agricultural spraying, gets the once-over from Yugoslav buyers.

largest farming area. The original plant was built with assistance from the Development Loan Fund, and based on their favorable experience to date, the Yugoslav engineers and managers of the enterprise want American equipment for the expansion.

The packaging industry is another field in which the Yugoslavs are extremely interested and where the high level of U.S. technology is widely recognized. Exports of agricultural products such as canned meats and vegetables, fruit juices, pulps and preserves hold high promise for expansion, and there is a large potential market for the machinery to process and package these products. Moreover, as the Yugoslavs seek to enter more discriminating markets, more sophisticated packages and labels will be required if their goods are to be competitive in appearance as well as quality.

Tourism is expected to earn over $100 million in foreign currency for Yugoslavia in 1965, with extremely bright prospects for future growth. However, the development of its full potential will depend upon substantial expansion and improvement of facilities to accommodate the travelling public. There is thus a substantial and growing market for kitchen, catering, air conditioning and dry cleaning equipment, and the whole area of tourist recreation and amusement facilities—water skiing and skin diving, to name just two—is wide open.

The foreign exchange earnings of Yugoslavia's airlines are closely related to tourism. Both Jugoslovenski Aero Transport (JAT), the scheduled carrier, and Adria Avio Promet, mainly with charter flights, are strong earners of foreign currency, carrying thousands of visitors to Yugoslavia's coastal and other tourist attractions during the season. Their fleets presently consist mainly of Douglas and Convair aircraft plus four Caravelles. Looking forward to growth and modernization, the managers of these lines welcome the opportunity to compare performances of various aircraft and the relative investments required.

Careful shoppers

The example of aircraft illustrates a factor common to almost all the potential sales areas. Yugoslav buyers shop with great care, not only for the best quality at the lowest price, but also for the best available terms of payment, and competition among foreign suppliers is especially keen in this area.

France's Sud Aviation, for example, recognizing the advantage of entering first in an area where economy requires standardization, was able to extend payment terms for its Caravelles that American firms have not yet been able to meet.

Recent but formidable entrants into competition among industrial suppliers here are the Japanese, who, bidding on a major project, recently offered repayment terms which were two years longer than those of any major competitor.

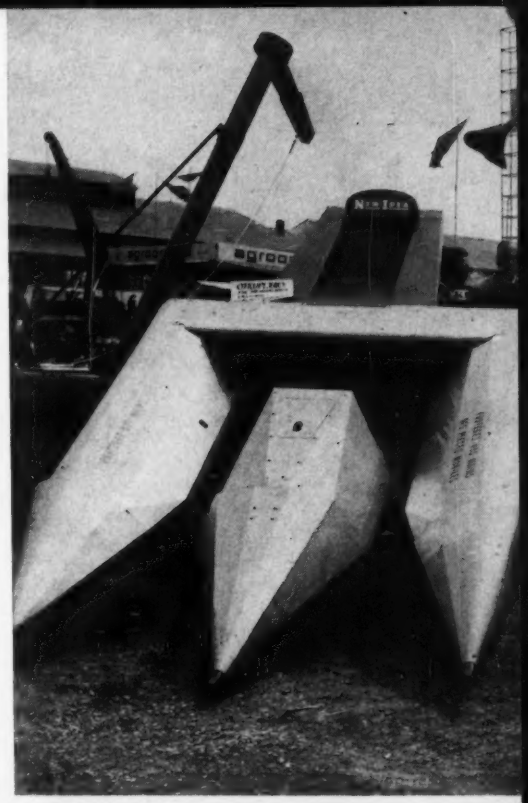
On the American side, makers of the Caterpillar tractors gained a strong position on the Yugoslav market by extending direct company credit for millions of dollars. Medium term (3-5 year) supplier credits guaranteed by the Export-Import Bank of Washington are currently proceeding smoothly as a result of recent discussions between the Eximbank and the Yugoslav Investment Bank. Informed of the new procedures, the representative of one U.S. firm whose only recent sales here had been made by a European subsidiary said, "We may be back in business again."

Want to help

In addition to purchasing on credit, the Yugoslavs are eager whenever possible to cooperate in the production of goods by making certain parts, assembling the product locally, or performing the whole manufacturing operation under license. Direct sales can sometimes be made as part of a two or three-stage transaction involving subsequent assembly and/or licensed production in Yugoslavia. New Holland and New Idea farm machinery sales have been made here on this basis, and such considerations are an important factor affecting the purchase of electric locomotives for the national railway.

Success in the Yugoslav market will depend on a readiness to adapt and flexibility to take advantage of unique conditions in Yugoslavia. It is common, for example, for foreign firms to sell through Yugoslav agency enterprises, which are not allowed by law to purchase for their own account, and usually sell from consignment stocks. This is a stumbling block to many American firms, which do not maintain such stocks. One very large American company made an exception for Yugoslavia, however, and recently presented its Yugoslav representative with its top award for increased sales in Europe.

An example of flexibility and quick action is furnished by the Piper Aircraft Company, which regularly exhibits at Trade Fairs in Yugoslavia and by persistent effort has recently sold several Pawnees and Super Cubs. On a few weeks notice, Piper's European office "converted" a number of its aircraft equipped for agricultural spraying into demonstrators and made them available at cost for participation in an aerial spraying campaign against tree parasites.



A CORNPICKER produced by the New Idea farm equipment company was a big attention-getter at the International Agricultural Fair in Novi Sad.

Although no purchases were guaranteed, detailed records were kept, and Piper was able to have the performance of its aircraft recorded in competition with planes from several other countries.

Basically, in Yugoslavia as elsewhere, there is no substitute for direct, aggressive, person-to-person selling. Two officers of one American company that recently made a substantial first sale here arrived in Belgrade prepared to stay "until we get the order."

They brought a wide range of proposals they were prepared to make, ranging from extensive training of sales personnel to the possibility of licensing manufacture of the product in Yugoslavia. What clinched their sale, however, was their convincing demonstration that their product was the best in its line and would give top service in Yugoslav industry.

Much American equipment which entered the Yugoslav market and established a good reputation during the days of AID is now being re-ordered on commercial terms. Similarly, there is an excellent chance that firms entering this market now will hold a position of advantage as the Yugoslav economy continues to grow.

SPAIN

Has funds, will import

U.S. is leading supplier to the rapidly expanding Spanish market

By HENRY L. PITTS, JR.

Commercial Attache
U.S. Embassy, Madrid

Prospects are bright for American exports to Spain, where unusually large increases in imports during the last few years promise to continue during 1965.

Imports in 1960 amounted to $721 million. In 1961 this was increased by over $400 million, and in 1962 by nearly $500 million more. In 1963 the value of imports rose by nearly $400 million, and increased by another $300 million in 1964. At the rate of increase in the first quarter, the value of imports should grow by about $400 million this year.

U.S. business has obtained its part of this annual increase. During the first four months of 1965 the U.S. remained Spain's principal supplier, but only reached 16% of the total compared to nearly 17% in 1964. The U.S. dock strike cut down U.S. exports to Spain severely during the first quarter.

Spain's first quarter imports were 19% above the comparable period last year, while exports fell 14%. This might indicate trouble for the Spanish balance-of-payments position, aggravating the country's traditional negative balance of trade, except that even more tourists are expected this year than the fourteen million who provided over $900 million in foreign exchange last year. Spain's foreign exchange reserves which stood at $1,397.4 million at the close of first quarter 1965, are satisfactory for the present, but will probably not increase as much this year as they have in the recent past.

There is no reason to expect a change in the policy of progressive import liberalization followed during the past few years, although items are added more infrequently to the list of goods requiring no import license.

Imports of manufactured goods accounted for about 56% of the value of Spanish imports in the first quarter.

About 30% of the country's imports in 1964 were capital goods, which are likely to remain high. Many government offices, banks, and business firms are converting their accounting systems to computers. Long-term government programs for highways, housing, railroad renovation and port and airport improvements are all in operation. Earthmoving and construction equipment, signaling devices, cargo-handling and transport equipment are in heavy demand.

Local production of consumer durables has been growing rapidly, including the production of automobiles.

A new program calls for renovation of the coal mines, and approval has been given for a cold storage network. Three new petroleum refineries have been authorized in recent months, and construction is already under way on one.

In 1964 the four-year Development Plan (1964-67) actually surpassed its goal of a 6% annual increase in GNP. Per capita GNP was up to $519 in 1964 (at current market prices), and Spain has achieved an annual average yearly growth in GNP of 6.4% for the period 1954-64, making it the third highest of all OECD countries. The plan calls for large increases in the production of energy, cement, ships, machinery, refined petroleum products, paper, wood, chemicals, and other products.

The metal and metal-producing industry, spurred by the Development Plan and by the Concerted Action Program for the Iron and Steel Industry, is increasing its investment in equipment and planning new projects.

Storm clouds

There are a couple of storm clouds on the horizon, however. An increase of 17% in the cost of living took place in the year ending March 1965, with the major upward thrust coming in the food sector.

The supply of foodstuffs was reduced in 1964 by shortfalls in the agricultural sector, combined with a 7% dip in food imports and a 30% rise in exports.

"Crash" imports of foodstuffs by the government's supply commission have not held prices back, and drought conditions affecting current harvest prospects in many agricultural areas can only result

OVER 10,000 Spanish workers are employed at this Aviles factory of Spain's national steel industry.

in aggravating the already intensive pressures on food prices. Food prices have recently risen considerably in several cities frequented by the large numbers of foreign tourists now visiting Spain.

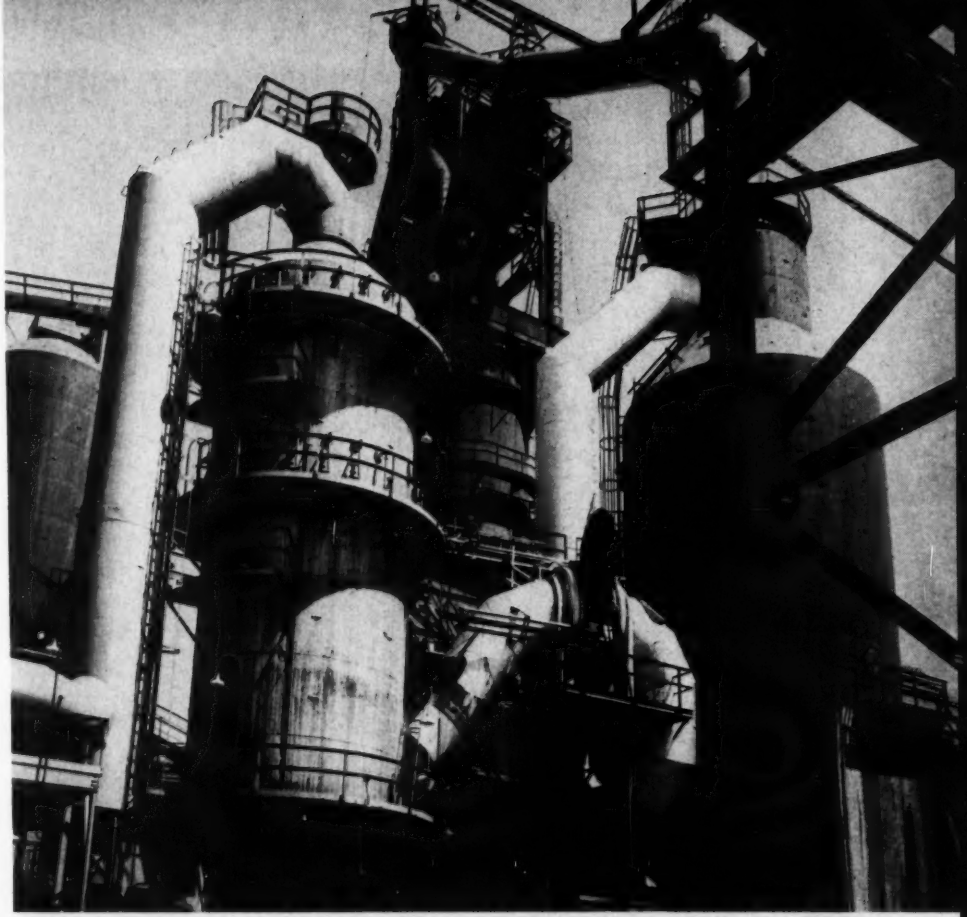
Rents on dwellings of all types have also been rising, due to speculation in real estate.

Agricultural products account for about 15% of Spain's imports, and this percentage has been steady for a number of years. However, a late spring drought, the failure of the last olive crop, and plans for greater livestock and poultry production have created excellent prospects for the sale of U.S. vegetable oils and feedstuffs. Cotton and meat also offer some prospects. The demand for processed food and beverage items, both by tourists and by the prosperous urban middle classes, looks favorable.

Combustibles and lubricants now comprise about 12% of Spain's imports. Opportunities in this field for American products are principally confined to coking coal, but these opportunities are quite good due to the planned growth of steel production. Despite the increase in Spain's refining capacity, there is still some demand for certain refined products such as special lubricants and petroleum coke.

The considerable recent advance in Spanish productive efficiency was visible again this year at the annual Barcelona International Samples Fair in June. The Spanish market should be more and more interesting to U.S. manufacturers and exporters as the Development Plan shows further results and the economy continues to expand.

A U.S. EXHIBITOR at the Barcelona International Samples Fair demonstrates a machine for Spanish Commerce Minister Alberto Ullastres, as U.S. ambassador Angier Biddle Duke looks on, at left.



SPANISH SPIDERWEB is formed by structural supports in this closeup of the Aviles steel mill.

Portugal's resurgent economy shrugs off agricultural slump

Number of tourists passed million mark in '64, still rising; work on huge Tagus River bridge is well ahead of schedule

The Portuguese economy continued its expansion during 1964, and indications are that this expansion has continued into 1965.

Although the gross national product (GNP) increased by only 3.8% in 1964 compared to 4.4% in 1963, last year's expansion was significant. Production in the traditionally important agricultural sector of the economy declined, as drought conditions cut output by approximately 6%, but this was more than offset by expansion in services and the energy, construction, food processing and metal working industries.

Gold and foreign exchange reserves approached the $1 billion mark by the end of 1964, and the balance-of-payments was vastly improved by the expenditures of more than a million tourists, almost double the 1963 total.

Exports rose by more than 20%, with significant increases in exports of industrial products.

Lisbon's Tagus Bridge, which may become the symbol of Portugal's economic modernization, continues its rapid pace toward completion. Progress on the bridge, which is being built with United States assistance, has been so rapid that the opening date has been advanced from February 1967 to October 1966.

IRON AND STEEL manufactures in Portugal were among the exports of manufactured goods that advanced in 1964. Machinery, cement and chemical fertilizers were also included in the 40% increase.

Another important development work, the Alentejo Irrigation Project, began operations early this year.

Investment in the public sector declined in 1964, the final year of the six-year Second Development Plan. The recently announced interim plan (1965-67) envisages an increase in investment in both the public and private sectors. To aid the expansion of private investment, a law has recently been passed clarifying the conditions governing the investment of foreign capital in Portugal.

Industrial production during 1964 experienced significant increases in several areas. The ailing mining industry continued to decline, as low world prices made the operation of a number of mines unprofitable, but the production of wood pulp increased 54% to 161,687 m. t., cement was up 13% to 1,621,596 m. t., iron and steel by 12% to 476,729 m. t. and petroleum products by 5% to 1,298,-846 m. t.

Electric power production increased by 400 million kilowatt hours, to a total of 4,706 million kilowatt hours. The local automobile industry, in its first year of operations, assembled and sold 21,904 units, a total which considerably exceeded expectations.

On the negative side, drought conditions continued to seriously affect the agricultural picture.

Portugal's imports followed much the same pattern as in recent years, with the difference that values rose almost across the board. The result was a widening of the trade deficit, as imports rose to $765.8 million. The largest increase was in food imports, which more than doubled, with imports of industrial equipment and materials needed to boost the country's industrial production also showing a substantial increase.

Major imports, by value, were: non-electrical machinery, raw cotton, iron and steel, electrical machinery, crude petroleum, raw sugar, automobile parts for assembly, and wheat. These categories accounted for over 43% of imports.

Germany remained the top import supplier, followed by the United Kingdom, the United States, and France. The U.S. share of the market rose considerably, from 8.9% in 1963 to 10.5% in 1964.

Best U.S. sellers

Principal imports from the United States included wheat, steel mill products, non-electrical machinery, raw cotton, leaf tobacco, and electrical equipment.

Exports increased by $99 million during the year to a total of $518.5 million, due largely to increased exports of industrial goods. While traditional export products, such as olives, olive oil, canned fish, raw cork, almonds, and other agricultural products remained important, they showed either insignificant gains or small losses over 1963 totals, except for wine exports, which increased substantially.

In contrast, exports of manufactured goods increased greatly, especially leather footware, which accounted for roughly 40% of the total increase. Significant increases were also recorded by cotton yarns and piece goods, manufactured cork, jute rug backing, chemical woodpulp, electrical and non-electrical machinery, iron and steel manufactures, cotton knitwear, cement, and chemical fertilizers.

Recently published annual reports of the major Lisbon banks indicate that deposits and commercial loans increased by more than 25% during the year. The most important financial news this year has been the floating of a $20 million government bond issue in New York in January. The inclusion of Portugal on the list of countries subject to the Interest Equalization Tax has tended to dampen expectations for further issues, however.

A major, but far from sufficient, assist to Portugal in her current efforts to keep up with the expanding tourist industry occurred earlier this year, with the opening of a 400-room luxury hotel on the "Portuguese Riviera," not far from Lisbon. The shortage of accommodations is growing worse, however. Some 1.5 million visitors are expected this year.

Indonesia issues new rules for importing to restrict use of production stimulating certificates to more essential commodities

Private trading in certificates now illegal; Bank Indonesia to handle all transactions in move to discourage speculation

The Indonesian Government has announced that private trading in SPP's is illegal and all transactions must now be carried out through Bank Indonesia.

This change, and additional minor revisions in the SPP regulations, have been made largely to discourage speculation in SPP's, to further restrict the use of SPP's to imports of the more essential commodities, and to prevent rises in the cost of imports.

The SPP (Surat Pendorong Produksi) or Production Stimulating Certificate, was introduced in May 1964 to stimulate production and sale of export commodities. While exporters and producer/exporters must surrender their foreign exchange from exports to the Government and accept repayment in rupiahs at the transaction rate of Rp. 250 per U.S. dollar, they are granted an SPP amounting to 20% of the f.o.b. value of their exports.

Avoiding devaluation

This could be used for imports or sold to others privately at a market-determined price which has been far above the transaction rate. Through this means, the Government attempted to adjust the export rate to the rapid inflation taking place without devaluing the rupiah. While Bank Indonesia also purchased SPP's few traders utilized this outlet because of the greater profits available from private sales.

With the greater scarcity of foreign exchange, the SPP has been held increasingly for speculative purposes rather than used for imports and its price has risen sharply. At the end of April, private sales of SPP's were being made at 27 times the transaction rate of Rp. 250 per U.S. dollar, or Rp. 6,750 per U.S. dollar. This compared to Bank Indonesia's selling rate for SPP's of 16 times the transaction rate, or Rp. 3,000 per U.S. dollar.

All newly generated SPP's now will have a period of validity of one month from the date the exporter surrenders his foreign exchange earnings for rupiahs and SPP's. The holder of the SPP must either use them himself or sell them through the Bank within that period of time. If he chooses to sell them he must designate a price he is willing to accept which may be stated as a specific price, a minimum acceptable price, or the best price available.

Sales will take place every Tuesday at a rate which will move the largest numbers of SPP's. Unsold SPP's will be returned to the owner, and if expired may be sold to Bank Indonesia at a rate set by the Bank.

Permission to purchase SPP's is limited to authorized importers, followed in priority by authorized exporters and producer/exporters. Purchased SPP's are also valid for only one calendar month. As previously they may be used for imports of goods in Groups I, II, and III, the more essential import groups, but limitations on imports of goods in Group III are probable. The category of an item being imported must be approved by the BLLD (Bureau of Foreign Exchange Transactions). The name of the purchaser will be inscribed on the SPP and only he may carry out imports based on it.

Bank's commission

Bank Indonesia will collect a commission of ½% on the sum received by the seller and 1% on the outlay of the purchaser.

The success of the Government's policy depends in large part on the price charged by Bank Indonesia for SPP's. If it lowers the price appreciably below the rate last prevailing on the open market or fails to adjust it for subsequent inflation, exporters will be forced to misdeclare their product or to cease exporting. In the latter case the Indonesian Government's export expansion drive will be placed under an even greater handicap than it now faces.

India tightens control over export incentives

The Indian Government has tightened its export incentive program to conserve foreign exchange.

Several changes have been made in procedures for the issuance of import licenses as export incentives.

Import licenses will be granted to manufacturer-exporters only for raw materials actually used in production of the export goods involved. (Previously these exporters could obtain licenses for items unrelated to their lines of production.)

Incentive licenses will no longer be granted on consignment sales but only on evidence being produced by the exporters that foreign exchange earnings have actually been received in India.

Exports to East European countries with which India has rupee-dominated settlement agreements will no longer qualify an exporter to receive linked import licenses.

Finnish Parliament revises special automobile tax

The Finnish Parliament has passed legislation revising the special automobile tax. Under the new system, the tax will be equal to the c.i.f., duty-paid value of the automobile minus $469.

The law provides that the amount of the tax must equal at least 35% of the automobile's value.

The special automobile tax is levied in addition to the Finnish customs duty (14% of the c.i.f. value) and the general turnover tax (11.2% of the c.i.f. duty-paid value).

The automobile tax, according to Finnish authorities, is designed to conserve foreign exchange by reducing Finnish purchases of motor vehicles from abroad. Because of an excess of imports over exports, Finland has had serious balance of payments deficits in recent years. No passenger automobiles are presently manufactured in Finland.

Temporary tariff exemption

Television sets and antennas have been granted total exemption from customs duties in Surinam for a period of six months from last June 1. After December 1, such imports will be dutiable at the previously effective rate of 40% of the c.i.f. value.

Brazil exempts some industrial equipment from duties, taxes

Recent law relieves importers in move to stimulate expansion

A new Brazilian law, which provides a stimulus for industrial expansion, exempts importers of certain production equipment from the payment of import duties (ranging from 20 to 80% ad valorem on the c.i.f. value) and consumption taxes (ranging from 4 o 10%) and, in some cases, customs clearance taxes (5%).

Types of equipment now exempted from the duties and consumption tax are equipment, spare parts, and tools for the agricultural tractor industry, for two years; equipment, spare parts, and tools for installation or expansion of the metallurgical industry, for five years.

Correction

U.S. imports from Indonesia increased from $113.4 million in 1963 to $166.9 million in 1964 instead of $116.9 million, erroneously reported in INTERNATIONAL COMMERCE, June 28, p. 33.

Exempted from customs clearance fees, as well as the import and consumption taxes, are equipment for the installation, expansion, and renovation of movie studios and laboratories, for three years; equipment, spare parts, and tools used in the manufacture of film, for three years; equipment for the installation, expansion, renovation, and maintenance of television stations; no period specified;

Materials, equipment, and spare parts destined for the construction of ships, or to industries complementary to naval construction which aim toward the production of diesel motors for propulsion, diesel motors for electric energy generating installations, turbines for propulsion and reduction gears; no period specified; materials, equipment, spare parts, and tools for the manufacture of shoe-making machinery must enter the country before Dec. 31, 1967; equipment for the tannery and leather industry, including shoe manufacture, for three years; machinery and spare parts for the industry of printing and composition; no period specified; and equipment and accessories for installation and expansion of the newsprint industry, through 1970.

Foreign exchange rules amended by El Salvador

The maximum period during which foreign exchange may be authorized (360 and 120 days) will begin on the date the goods arrive in El Salvador, rather than on the date they are shipped from the country of origin, according to El Salvador's Central Reserve Bank.

Shipments on which foreign exchange was authorized prior to May 21 are exempt from the regulations. (See INTERNATIONAL COMMERCE, June 14, p. 60, for original regulations.)

The U.S. Embassy, San Salvador, reports that the new regulations may prove to be beneficial to U.S. exporters. Reportedly, other foreign suppliers were advancing export credit terms of at least one year or longer, while U.S. exporters were frequently offering shorter credit terms. Now, no foreign exporter selling goods in El Salvador may secure a sale solely on the basis of long-term credit availability.

Quality control rules apply to more Indian jute exports

Indian production and exports of type B jute twills soon will be covered by that country's quality control regulations, according to a report from the Embassy of India, Washington.

The move would raise to about 70% the extent of coverage of India's jute products output by standards controls first installed last Jan. 1.

The standards program was set up by the Government and the Indian Jute Mills Assn., and is operated by the Association's Quality Control and Inspection Committee.

Only products that meet the compulsory in-process quality control and preshipment standards are imprinted with the ISI (Indian Standards Institution) symbol.

Review of Japan's Industries

Interested readers of *International Commerce* can request free copies of The Japan Times' annual review of Japanese Industries by writing to Joshua B. Powers Inc., 551 Fifth Ave., New York, N.Y. 10017.

Road transportation harmonized by EEC

The Council of the European Economic Community has issued a directive within the framework of the Community's common transportation policy which includes inter alia international transport of goods by road from or to the territory of a Member State or through one or more Member States. The Council's directive will eliminate existing impediments to such traffic based on different procedures of the Member States in issuing required permits.

The Council, accordingly, directs the Member States to enact all measures requisite to ensure that, as from Jan. 1, 1966, the permits required for international transport of goods by road, starting from or having as destination a Member State or passing across the territory of one or more Member States, shall be issued by the competent authorities of that Member State in which the vehicle which is to effect the transport is registered. The Member State shall report to the Commission before Jan. 1, 1966 the measures enacted by them in implementation of this directive.

Types of permits

The permits, to be issued by the Member States in which the vehicles effecting the hauls are registered, are of two types, and must conform with one or the other of the forms annexed to the directive.

These forms exemplify, respectively, the "time permit" for unlimited hauls (during its validity) and the "trip permit" for the limited number of hauls specified (during its validity).

For copies of the French text of these forms, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

U.S. subsidiary plans investment in Guinea

Halco (Mining) Inc., a wholly-owned subsidiary of Harvey Aluminum Co., Torrance, Calif., is planning to develop bauxite reserves in Guinea.

Halco contemplates a $16-$20 million investment in the Boke region of Guinea. Bauxite reserves in that area are among the largest and richest in the world.

The Agency for International Development has issued specific risk guaranties on Halco's investment.

'Cooley' loan funds available to U.S. firms for investment in developing countries

The equivalent of $124.4 million in local currencies is now available in 23 countries for loans to U.S. private enterprises interested in investments in developing countries.

The money, administered by the Agency for International Development, consists of local currencies received by the U.S. for sales of surplus foods overseas.

In releasing the current list of nations in which funds are available, AID has called attention to the fact that applications on hand for loans in Peru and Colombia currently exceed the funds available for lending.

Cooley loans may be made to U.S. firms or their branches, subsidiaries, or affiliates for business development or trade expansion in the local countries, or to U.S. or local firms for purposes that would expand overseas markets for U.S. agricultural products.

Loans may not be made for manufacture of products which would be exported to the U.S. to compete with U.S. products or for agricultural commodities to be marketed in competition with U.S. agriculture.

For general information on Cooley loans, **write:** Agency for International Development, Office of Development Finance and Private Enterprise, Department of State, Washington, D.C. 20523.

Applications for loans should be made directly either to the AID Mission in the country involved (care of U.S. Embassy) or to the appropriate Washington Regional Bureau of AID—Africa, Latin America, Near East-South Asia, and Far East, all located at AID, Washington, D.C. 20523.

Where funds are available

Country	Unit of Currency	Foreign (000)	U.S. equivalent ($000)
Latin America			
Bolivia	Pesos	28,901	2,433
* Colombia	Pesos	419	30
Paraguay	Guaranies	61,626	489
* Peru	Soles	13,305	496
Far East			
China (Taiwan)	New Taiwan Dollars	308,189	7,705
Indonesia	Rupiah	902,586	1,746
Korea	Won	430,747	1,689
Philippines	Pesos	4,389	1,125
Near East South Asia			
Cyprus	Pounds	184	514
Greece	Drachmae	116,324	3,877
India	Rupees	189,198	39,806
Iran	Rials	43,379	578
Israel	Pounds	24,341	8,114
Pakistan	Rupees	72,634	15,116
Turkey	Lire	55,923	6,214
UAR (Egypt)	Pounds	10,355	23,864
Africa			
Congo	C. Francs	170,156	1,134
Ethiopia	E. Dollars	421	169
Guinea	Francs	583,376	2,367
Ivory Coast	C. F. A. Francs	112,526	459
Morocco	Dirhams	9,962	1,986
Sudan	Pounds	634	1,827
Tunisia	Dinars	1,373	2,635
Total			**$124,373**

* Applications exceed funds available

Japanese chemical company to purchase U.S. machinery

The Sumitomo Chemical Co., Ltd., of Japan, will purchase U.S. equipment, machinery, materials and related services required for expansion of the firm's facilities for producing polyethylene and ammonia.

Sumitomo is Japan's largest chemical company and a member of the Sumitomo Group of 37 companies, one of Japan's larger industrial-financial combinations.

Major U.S. firms proposed to supply the equipment are American Brake Shoe Co. (Electro Alloy Division); Clark Bros. Co. (Division of Dresser Operations, Inc.); Continental Electric Co.; De Laval Turbine, Inc.; Fisher Governor Co.; and Midvale-Heppenstall Co.

Technical services are expected to be furnished by M. W. Kellogg Co. of New York and Stone & Webster Engineering Corp. of Boston.

The purchases will be financed through a $6.4 million loan extended by the Export-Import Bank. The loan is guaranteed by the Sumitomo Bank, Ltd., and the Industrial Bank of Japan, Ltd. The repayment period is seven years, beginning in 1967.

Visa regulations revised by Taiwan

The Chinese Government has announced that as of Aug. 1, the 72-hour visa-free entry privilege for tourists would be discontinued, and that all travelers to Taiwan would be required to have a visa.

Tourists will now be required to obtain either a two-week transit visa or a tourist visa which would be valid for one month and renewable for an additional month.

Foreign businessmen whose business cannot be transacted within the limits of time allowed by a tourist visa will be granted a multiple re-entry visa which will be valid for one year. Plans have been made to speed the processing of all visa applications.

U.S. businessmen to lend assistance to Tunisian enterprises

New firm organized to bring management, capital to Tunisia

The Tunisian-American Small Business Development Corp., (SOTAD), has been established by three U.S. businessmen to provide capital and management to Tunisian enterprises.

The new firm, owned by Virginia Metalcrafters, Inc., Waynesboro, Va., Charles M. Eckman, President; Robert W. Moon, President of Lakeside Manufacturing Co. of Milwaukee; and Daniel W. Varel, President of Varel Manufacturing Co. of Dallas, was formed with the intention of investing small amounts in many companies, rather than participating heavily in a few.

In this manner, U.S. capital and management experience might be introduced in smaller enterprises without causing fear or domination.

SOTAD will invest as little as $50,000 (local currency equivalent) initially in the Claude Gozlan Co. and later participate in other Tunisian ventures.

Aiding expansion

The Gozlan Co., which manufactures metallic furniture for office and home, will be expanded with SOTAD assistance. Gozlan plans to produce hand-finished brass products for export and rock bits for drilling North African oil wells.

The Agency for International Development has authorized a Cooley loan to the corporation. Up to 31,260 dinars (U.S. $60,000) may be borrowed by SOTAD under the loan agreement which also stipulates a 10-year term, including two years of grace on repayment of principal with 5% interest.

The loan is being extended under the Cooley loan program which makes available local currencies received by the U.S. for sales of surplus foods overseas.

The corporation was formed following participation of the three U.S. businessmen in a "Foley Team" visit to Tunisia in December 1964. The group was led by Eugene P. Foley, Administrator of the Small Business Administration, and financed jointly by AID and the Tunisian Government, to promote private enterprise joint ventures in Tunisia. About $2 million of sales proceeds of surplus foods under the Public Law 480 program, are available in Tunisia for lending to U.S. businesses.

This loan is the first authorized as a direct result of the "Foley Team" project and is looked upon by AID officials as a possible forerunner of increased U.S. private enterprise activity in Tunisia.

Spanish motion picture industry trends reviewed

Production of feature films by Spanish companies continued to increase in 1964, with 123 feature films completed compared to 113 in 1963.

Co-productions are still popular on the Spanish scene, with 62 of the 1964 features being co-productions, 23 of which were with Italian film producers. While Spanish production continues to grow and improve, there is uncertainty in the industry with respect to proposed regulations governing its operations.

The Ministry of Information and Tourism, charged with development of the industry, has not made it clear exactly what the controls will be. Because of this, production is not being launched on many proposed films, although industry sources estimate that 1965 production will be about the same as in 1964.

Imports of foreign films into Spain in 1964 were reported at 312 features, including 104 U.S. productions. Other major suppliers were France with 35, Italy 29, United Kingdom 25, Germany 19, Austria 10, and 90 from other countries. In 1963 there were 291 feature films imported, 103 from the U.S. About the same number of U.S. films is expected to be imported in 1965, under the present import quota system.

In December 1964, Spanish Government officials announced that earnings from foreign motion pictures imported under licenses to be issued during and after 1965 will not be subject to blocking. Prior to this date, motion picture earnings were divided into "A" and "B" accounts, with the "B" accounts (70% of earnings) ineligible for transfer out of Spain.

THE WRITTEN WORD

An inexpensive way to attract foreign business is to offer business proposals and sales literature at U.S. Business Information Centers in overseas trade fairs.

SCANDINAVIAN TARGET

The Scandinavian market is the target of American manufacturers exhibiting their products in the new United States Trade Center in Stockholm.

Japan to purchase 577,000 bales of raw U.S. cotton

Japan will purchase some 577,000 bales of raw cotton from the U.S. during the crop year, beginning Aug. 1.

The purchases, an estimated one-half of Japan's U.S. cotton requirement will be financed via 12-month drafts drawn by the U.S. shippers on the Bank of Tokyo, Ltd., pursuant to letters of credit issued by U.S. commercial banks. These letters of credit shall expire not later than July 31, 1966.

The raw cotton exports will be financed through a $75 million credit agreement between the Export-Import Bank and the Bank of Tokyo, Ltd. Terms of the Bank's credit provide for financing exports of cotton purchased under sales contracts entered into on or after last April 1, for shipment from the U.S. to Japan after Aug. 1.

Allocations to mills

Proceeds of Eximbank's new cotton credit will be allocated to Japanese textile mills by the Japan Spinners Assn., under administrative guidance of the Ministry of International Trade and Industry. This allocation is to be based on the number of spindles in operation and exports of cotton fabric and yarn. Financing will be made available to the mills through participating commercial banks in Japan, acting as agents for the Bank of Tokyo, Ltd.

These banks include Mitsubishi Bank, Ltd.; Dai-Ichi Bank, Ltd.; Daiwa Bank, Ltd.; Fuji Bank, Ltd.; Bank of Kobe, Ltd.; Nippon Kangyo Bank, Ltd.; Sumitomo Bank, Ltd.; Sanwa Bank, Ltd.; Tokai Bank, Ltd.; Mitsui Bank, Ltd.; and Industrial Bank of Japan, Ltd.

The new loan, Eximbank's 18th cotton credit to Japan since 1948, brings to $980 million the value of cotton exports to Japan financed by the Bank. The total amount of exported cotton so financed since 1948, including cotton under the new loan, will be about 6.2 million bales.

SWEETS, FOODS

Manufacturer of special food and vitamin preparations is interested in becoming a licensee of a U.S. manufacturer of sweets and food preparations.

Write: Beckerwerk Fulda, Robert Becker, Naehrmittelfabrik, 6411 Bronnzell am Rhoenbad, Germany. WTD.

Hannover Trade Fair develops licensing opportunities for U.S., European production of goods

The U.S. Business Information Center at the recent Hannover Trade Fair in Germany developed four opportunities for U.S. firms to produce products under license.

An additional four firms were seeking licenses to make U.S. natural gas burners, plastic fixtures for the furniture industry, prefabricated metal buildings, and medium to light machinery.

Licenses offered

For the name and address of these firms, **write:** Office of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number. In some cases, descriptive material is also available.

Licensees are sought for U.S. production of a German developed small steam boiler for use in dry cleaning, food processing and other establishments where high temperature, high pressure steam is needed quickly and in controllable quantities. The firm, which exports over 40% of its boilers, also reports that its boiler can be mass produced. File 1330.

A Bavarian manufacturer offers a license for utilization of its modern technique for producing leaded stained glass window effect using mosaic glass strips with thin concrete or epoxys plastic strips instead of lead. Special techniques have been developed for producing a cross-hatch effect by alternating thin glass and concrete strips which are highly suitable for churches, translucent pictorial panels and all stained glass or normal leaded window applications. File 1331.

A Swiss firm seeks U.S. licensees to produce its dual, hydraulically operated clutch, break, and gas feed controls for quick mounting and removal from any make automobile. These self-powered controls are primarily designed for use in driver training. File 1332.

The Swiss firm also seeks U.S. licensees for manufacturing its high temperature resisting, all-metal spring locking nuts and bolts. Designed for use in high-temperature applications in aircraft, shipbuilding and electrical applicances, they can be removed and replaced without thread damage. Production techniques developed by the manufacturer can be applied to most shapes and sizes of threaded fasteners. High-speed automated production equipment to produce these fasteners is available from the firm. File 1333.

Licenses sought

Manufacturer of machinery, gasoline tanks, oil burners seeks license to make natural gas burners.

Write: Wilhelm Vogt, Sales Mgr., Maschinenfabrik Vogt, 492 Lemgo, Germany. WTD.

License sought for manufacture of plastic fixtures for the furniture industry, including drawer dividers, sliding and drawer gliders; also combined metal and plastic fixtures.

Write: Kunststoff KG, Nehl & Co., Buende i. Westf., Postfach 228, Hunnebrock, Birkenweg 228, Germany.

Manufacturer of steel constructions for factories and apparatus for the chemical industry seeks license for manufacture or assembly of prefabricated metal buildings for Netherlands or EEC.

Write: J. R. Mastenbroek, Director, NV Demy, Geleen, Netherlands.

Manufacturer of harbor and industrial cranes, seeks licensees for the production of American products in the middle and light machine construction fields as part of a general diversification program.

Write: Kampnagel AG, Jarrestr. 26, Hamburg, Germany.

INDUSTRIAL ITEMS

Company engaged in design, fabrication, and erection of process plant and equipment is interested in licensing agreement for manufacture of additional lines of industrial items such as dust collectors, rotary dryers, rotary vacuum filters, agitators.

Write: Chemical Plant & Engineering Co., Pty., Ltd., Ashley St., W. Footscray, W. 12, Victoria, Australia. WTD.

Indian engineer proposes steel plant joint venture

A U.S. educated and trained Indian civil and structural engineer is seeking a joint venture partner to establish a steel structural and fabrication shop at Surat.

The new company would handle contractual orders for the fabrication of structural steel members, gantry girders, mild steel tanks, chemical vessels, and chimneys and manufacture light and heavy steel joists, steel stairs, railings and steel scaffoldings.

The estimated initial capital outlay is approximately $63,000 of which the U.S. partner will be required to provide about $30,000 and technical know-how in exchange for up to 49% of the venture.

It is reported that steel structural and fabrication facilities in the Gujarat area are inadequate to meet the current demand. In addition enough orders can be procured from the Gujarat State Government, municipalities and from local industries to keep the shop fully utilized.

Write: Kanu S. Patel, Daria Mahal, Gujari Ovara, Surat, Gujarat, India. ★

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

***WTD* indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.**

New edition of AID investment information index adds specific joint venture proposals

Free 68-page booklet is key to catalogue offering over 1400 abstracts of overseas investment studies; opportunities listed by country, industry

The Agency for International Development (AID) has published a new and substantially revised edition of its popular "Index to Catalogue of Investment Information and Opportunities" and has added a new category of specific joint venture proposals to existing listings.

The free 68-page booklet is AID's key to its Catalogue containing over 1400 abstracts of overseas investment studies.

Listings in the Index are arranged both by country and by industry permitting speedy location of individual studies. New studies are continually being abstracted, added to the Catalogue and listed in regular supplements to the Index.

As firms invest in industries covered by a study its abstract is removed from the Catalogue and the listing removed from the Index. In this way, Index and Catalogue are kept up-to-date.

The Commerce Department's Bureau of International Commerce worked closely with AID in original development of the Catalogue. At each of Commerce's 42 Field Offices, a Catalogue and supply of Indexes are available to local businessmen.

Further service

As a further service to the business community, the Commerce Department and AID have now completed arrangements to include in the Catalogue on a continuing basis abstracts of live specific joint venture investment opportunities reported to Commerce from U.S. Foreign Service Posts and U.S. Investment and Trade Missions to less developed countries. On July 2 ten such joint venture opportunities were added to the Catalogue as the first of a regular contribution.

These joint venture opportunity listings will not remain in the Catalogue indefinitely. Planning calls for a prompt and continuing replacement of old opportunities with prime new ones as they are reported.

To use the Catalogue, the potential investor can go to the nearest Commerce Department field office and pick out the type and location of the investment under consideration from the over 1400 abstracts printed on Keysort cards which make up the Catalogue.

A particular abstract or a copy of the study in its entirety can be ordered at cost at the field office. Businessmen unable to visit a field office can obtain a copy of the Index for the asking, quickly ascertain the availability of studies or joint venture opportunities wanted and order abstract cards or complete studies through the Field Office or from the address listed in the Index.

Businessmen wishing to obtain copies of the revised "Index to Catalogue of Investment Information and Opportunities" should contact their nearest Commerce Department Field Offices or **write:** Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C. 20523.

Honduran group seeks U.S. partner for motel venture

A group of Honduran businessmen is interested in establishing a semi-luxury 100-room motel or motor inn on a joint venture basis with a U.S. firm experienced in hotel building and management.

Total cost for the entire project, according to a feasibility study, is approximately $2 million. The proposed project would have modern facilities, including air-conditioning, a swimming pool, specialty shops and adequate parking facilities. A golf course adjacent to the motel is considered as a future possibility.

The motel would be located in Tegucigalpa which boasts an ideal year-around climate. Tegucigalpa, the site of Government and the center of banking for the Central American Common Market, is also a focal point for businessmen visiting Central America.

For summary of the feasibility study, **write:** Bureau of International Commerce, Office of International Investment, 8630-B, Department of Commerce, Washington, D.C. 20230.

For complete details, additional information and the summary, **write:** Division de Desarrollo Industrial, 5 Piso, Banco Nacional de Fomento, Tegucigalpa, D.C., Honduras.

U.S., British Guiana sign investment guaranty pact

U.S. firms considering investments in British Guiana which will promote economic development and productive capacity are now eligible to receive investment guaranties.

The U.S. has signed an agreement with British Guiana permitting the Agency for International Development to issue the full range of guaranty protection available under present U.S. law.

The agreement includes specific risk guaranties covering losses due to inconvertibility of local currency, expropriation and loss due to war, revolution or insurrection; as well as extended risk guaranties issued in special circumstances to cover all risks except investor fraud.

In British Guiana, new industries benefit from a five-year tax holiday and accelerated write-off on capital equipment. Industrial promotion materials may be imported free of duties, taxes and assessments by qualified investors.

U.S. company invests in Iranian steel mill

A U.S. company, Philipp Brothers, is partner in Iran's first steel rolling mill, now under construction in Khuzestan Province.

The Philipp Brothers investment will give it a 31% share in the mill's equity.

The rolling mill will at first be supplied by imported ingots, but plans are that it will eventually use ingots produced by Iran's integrated steel mill, which is now in the planning stage. Iranian press accounts note that initial production will be 70,000 tons annually, and that the products will include angles, rounds, squares, flats and tees.

The machinery will include three roughing mills, six finishing mill stands, a single eccentric cooling bed and one complete loading system.

Iran is actively promoting industrial investment in Khuzestan, the southwestern province which is the center of the country's oil industry. Plans are being developed for a number of industrial projects in the vicinity of Ahwaz.

In addition to the steel rolling mill, these include a paper mill, a ferrochrome plant, a fertilizer plant as the first stage in a petrochemical complex, an aluminum plant, and Iran's first industrial park. The growing demand for power will be supplied by several large hydroelectric projects now under construction.

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Prequalification tenders sought by East Pakistan for irrigation project

The East Pakistan Water and Power Development Authority anticipates inviting tenders in the near future for Contract No. 2 of the South Unit of the Chandpur Irrigation Project.

The project includes the construction of a flood embankment approximately 166 miles long, flood regulators, navigation locks, pumping stations, irrigation canals covering an area of about 137,000 acres, transmission lines, and other ancillary works, at a total estimated cost of approximately £800,000 ($2,240,000).

Value of the proposed Contract No. 2 for the supply of pumps, motors, control gear and ancillary equipment is estimated at approximately £300,000 ($840,000).

Applications are invited from contractors who want their names on a list. A limited number of firms will be selected from the list to tender for the work.

Further details may be obtained from the Joint Consulting Engineers to the Authority: Haigh, Zinn & Associates, and Associated Consulting Engineers, Ltd., Institute of Engineers Building, Ramna, Dacca 2, East Pakistan.

The Chandpur Irrigation Project is jointly financed by the International Development Association of the International Bank for Reconstruction and Development and the Government of Pakistan.

Brazilian manufacturer seeks bidders for cranes

Central Electrica de Furnas S.A. (Furnas), Rua Sao Jose 90, 3° andar, Rio de Janeiro ZC-21, Estado da Guanabara, Brazil, is accepting applications until Aug. 9 for prequalifications of bidders to contract two overhead traveling cranes with 21.5-meter span and a capacity of 250 tons at the main hoist.

Information on requested details which applicants should submit is available on short term loan to firms located in the United States from the GIEC Division, BDSA—6320, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-5589).

Burma extends deadline

The Electricity Supply Board, Government of the Union of Burma, has extended the deadline for construction of steam generating power station and 132-kv. transmission system bids from June 30 to July 31 (INTERNATIONAL COMMERCE, June 7, p. 25).

Mining equipment sought for Korean coal mines

The Office of Supply, Government of the Republic of Korea, has issued Invitation to Bid No. KFX-5062-F, PR No. 65-PE-23 for equipment for a coal mine. The bidding is worldwide, except for Communist countries, and the bid deadline is July 12.

The invitation covers a wide range of items. Needed for this mining operation are 5 electro vibrators; 15 auger drills; 4 air meters; 4 sludge pumps; 6 sump pumps; 400 bits; 3 grinders; 300 sections of 18 lb. rail; 1 lathe, 10 low-speed anemometers; 6 aneroid barometers (wall suspension type); 4 furnaces for testing coal samples; and other accessories.

A limited number of sets of specifications are available on loan to firms located in the United States from the ACME Division, Room 4025, Department of Commerce, Washington, D.C. 20230.

Korea seeks various types of electronics equipment

The Office of Supply, Government of the Republic of Korea, has issued tender No. KFX-5063-S calling for different quantities of various electronics equipment.

Among the items wanted are broadcast quality tape recorders and reproducers, AM modulation monitors, limiting amplifiers, FM stereo multiplex generator, STL links, test and measuring equipment. Also wanted are various quantities of tube sockets, cable, transmitting and receiving tubes, semiconductors, condensers, crystals, and spare parts for various transmitters and studio equipment.

Also included in this tender is a request for one marine radar set with a maximum range of 40 miles, operating in the 9375 (plus-minus) 30 mc/s band. This item may be quoted separately.

Bid deadline is July 15 at the Office of Supply, Government of the Republic of Korea, Seoul. Earliest possible delivery is desired.

Loan copies of the specifications are available to firms located in the United States from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Trinidad extends deadline on JFK liberal arts school

The Government of Trinidad has again extended the deadline for the participation of interested construction firms in the United States to bid on the $5-million John F. Kennedy Liberal Arts College.

The deadline is extended to July 30 from July 13. Participation is not limited only to firms established already in Trinidad. (INTERNATIONAL COMMERCE, June 21, p. 45).

Companies, when submitting bids, must be already registered in Trinidad under the local companies ordinance. These registrations are easily accomplished in a few days at an expense of probably a few hundred dollars. If awarded the contract, tenderers will agree to establish permanent local office through which contract would be operated; use qualified West Indian personnel as much as possible; and train local personnel wherever possible.

One copy of plans is on file with the F. W. Dodge Co. in New York and one set of bid documents is available for review only, not for loan, in Room 4014, Building Materials and Construction Industries Division, BDSA (6460), Department of Commerce, Washington, D.C.

Iraq Government seeks measuring instruments, life jackets, canvas

Iraq is offering a tender for 50 gap measuring instruments, 50 folded field levels, 200 life buoy jackets, 50 water proof canvas (24 x 24 ft.), 50 cross staff for surveying purposes, and 300 culverts with fittings and tools for a length of 300 yards.

The tender number is DME/7/65 and bid deadline is July 24. Bids should be submitted to Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq. Tender documents are available free from the Military Attache, Iraqi Embassy, Washington, D.C.

A copy of the tender documents is available for review in the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-2939).

Australia to extend power station project

The State Electricity Commission of Queensland, 447 Gregory Terrace, Brisbane, Queensland, has issued Tender No. CC/6, with a deadline of Aug. 18, for the services of an engineer-constructor for the second stage of the Calcap power station at the Callide coal field. It includes the installation of two 30,000-kw. turbo-generator units, boilers, switchyard buildings and auxiliary equipment necessary for the proper functioning of the power station extension.

Three copies of the specifications and six copies of schedules are available from the State Electricity Commission (above address) for $280. Fee refunded upon receipt of bona fide tender or if the specifications and schedules are returned intact before bid deadline.

One copy of specifications and schedule is available for review only at the Power & Electrical Equipment Division, Room 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

Video recording tape requested by Iraq

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad has issued tender No. 18/65 calling for a supply of video magnetic recording tape. Short delivery time will be a consideration in evaluating offers.

Wanted are 200 reels of 4800 feet of 1 mil mylar base video tape on 12.5-inch reels. The tape is to be 2 inches wide with transverse orientation of the oxide.

Closing date for this tender is July 25. Copies of the tender may be obtained from the Central Foreign Purchasing Board for $2.80, plus $.70 for air mail to the United States. Loan copies of the tender document are available to firms located in the United States from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230, telephone 202 967-4036.

Bids invited by Congo for pharmaceuticals

The Ministry of Public Health of the Democratic Republic of the Congo (Leopoldville) wants quotations on an extensive variety of chemicals and pharmaceuticals.

Tender No. 2/2532/65, covers 13 items, among them 2,000 kilos of boric acid; 170,000 liters of different types of alcohol; 30,000 kilos of sodium bicarbonate; 30,000 kilos of magnesium sulfate; 10,000 kilos of sodium sulfate; 40,000 liters of castor oil; and 10,000 kilos of white vaseline. Bid deadline is July 16.

Tender No. 1/2532/65, covers 42 different items, including 200,000 ampoules of caffeine, 0.25 gm.; 250,000 ampoules of ephedrine hydrochloride, 0.05 gm.; 500,000 ampoules of calcium gluconate, 10%; 3,500 kilos of tincture of iodine; 150,000 ampoules of pethidine hydrochloride, 0.02 gm.; 150,000 ampoules of fuadin, 5 ml.; 400 000 ampoules of chloroquine, 0.3 gm.; 500,00 ampoules of sodium salicylate, 20% x 5 ml.; and 200,000 ampoules of methergine, 0.2 mg. Bid deadline is July 21.

Tender No. 3/2532/65, covers 29 different items, including 20 million acetylsalicylic acid (aspirin) tablets; 20 million chloroquine tablets, 100 mg.; 10 million pyrimethamine tablets, 25 mg.; 25 million isonicotinic acid hydrazide, 50 mg.; 10 million sodium salicylate pills, 0.5 gm.; and 5 million terpin pills, 0.1 gm. w/codeine 0.01 gm. Bid deadline is July 25.

Tender No. 4/2532/65, covers seven antibiotic items. including 3 million tetracycline capsules, 250 mg.; 3 million chloramphenicol capsules, 250 mg.; 1.2 million vials of penicillin potassium G, 1 million units w/penicillin procaine G, 3 million units; and 800,000 vials of dihydrostreptomycin sulfate, 5 gm. Bid deadline is Aug. 8.

Copies of these tenders are available to firms located in the United States from the Chemicals and Allied Products Division, BDSA-6260, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-3394).

Drugs, laboratory supplies wanted by Iraqi company

The General Drugs & Chemical Imports & Distribution Co., Baghdad, requests quotations on a wide variety of chemicals, drugs and laboratory supplies.

Tender No. MOD/14/65 calls for bids on over 500 items, including blood grouping sera; Schick antigen; sulfuric acid; chloroform; ether; sodium sulfate; picric acid; methyl violet; eosine; potassium carbonate; aniline blue; Congo red; fast green; brucella medium; dextrose trypane agar; bacteriology laboratory supplies; acetaldehyde; ascorbic acid; benzene; bismuth oxicarbonate; calcium fluoride; carbon tetrachloride; fructose; hydrogen peroxide; kaolin; magnesium carbonate; methanol nicotinamide; oxalic acid; pectin; potassium citrate; potassium nitrate; quinidine reserpine; riboflavin; salicylic acid; sodium bromide; organic analytical reagents; potassium permanganate; sodium dithionate; ephedrine; water soluble colorants; penicillin; tetracycline; chloramphenicol; novobiocin; neomycin; tetanus antitoxin; antibiotic ointments; anti-snake serum, and scores of other items. Bid deadline is Aug. 14.

Tender No. MOH/15/65 calls for bids on, among other items, such products as tetracycline capsules, 1 million x 250 mg.; chloramphenicol, 1 million capsules x 250 mg.; Kanamycin sulfate 0.5 gm., 50,000 vials; several million vials of penicillin; tetracycline ointment, 250,000 tubes x 4 gm.; neomycin, 10,000 capsules x 250 mg.; tetracycline pediatric drops, 100,000 bottles, and many other antibiotic products. Bid deadline is Aug. 14.

Copies of these tenders are available to firms located in the United States from the Chemicals and Allied Products Division, BDSA-6260, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-3394).

Bids requested in Burma for 12 tape recorders, 50 radio transceivers

The People's Stores Corp., Electrical Goods Division, Rangoon, has issued tender number 248/B Railways, calling for the supply of various pieces of HF and VHF radio telecommunications equipment, as well as tape recorders.

Wanted are 12 four-speed, four-track stereo/monaural, transistorized, rechargeable, battery-operated tape recorders.

Also wanted are 20 portable VHF transceivers with 1 to 3 watt output, operating in the 148 to 174 mc/s band, and 30 HF ISB/SSB transceivers with 15 watt PEP output and 3 HF/ISB 100 watt transceivers, all operating in the 4 to 8 mc/s range.

Bids must be submitted by Aug. 11 to the General Manager, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon, Burma.

Copies of the bid documents are available on loan to firms located in the United States from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Nigeria invites tenders for communication work

The Electricity Corp. of Nigeria has invited tenders for the supply and installation of unspecified types of radio communication equipment for several main power transmission and distribution areas.

Copies of the specifications are available from the Secretary, Electricity Corporation of Nigeria, Electricity Headquarters, 24-25 Marina, Lagos, Nigeria, for £5 ($14), not refundable. Further information concerning this project may be obtained from the Senior Purchasing Engineer at the same address.

No bid deadline has been announced.

Viet-Nam invites tenders for electron tube supply

The Central Purchasing Authority, Saigon, has issued tender No. 1763-04065 calling for various quantities of transmitting and receiving tubes as well as transistors, for a total of 134 items with individual quantities of five to 200.

Bid deadline is July 16. Cable bids will be accepted if formal bid is airmailed at same time.

Bids should be submitted to the Central Purchasing Authority, 140 Hong Thap tu, Saigon, Viet-Nam.

Loan copies of the specifications are available to firms located in the United States from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Iraq plans to purchase 1,555 tons of kraft paper

The Iranian Tobacco Monopoly, Teheran, has issued an invitation to bid, with a deadline of Aug. 30, for 1,555 tons of kraft and semi-kraft paper of various quantities, widths, and weight per square meter.

Copies of the tender and specifications are available on short-term loan to firms located in the United States from the Forest Products Division, BDSA-6480, Department of Commerce, Washington, D.C. 20230. (Telephone 202-WO 7-3003).

United Nations needs food for UAR emergency force

The United Nations has issued an invitation, No. UNEF 65-4, with a deadline of July 14, for the supply of meat, fish, fruit, dairy products, flour, sugar, canned foods and rice for the UN emergency force in Gaza, United Arab Republic.

A copy of the invitation is available to firms located in the United States from Adolfo Hegewisch, Room 2146, Purchase and Transportation Division, United Nations, New York, N.Y. (Telephone: 212 Plaza 4-1234).

Diesel fork lift trucks to be bought by Greece

The Piraeus Port Authority (OLP), Akti Miaouli and II Merarchias St. (Lykiardopoulou Building), 6th Floor, Piraeus, Greece, has issued a tender for 30 diesel fork lift trucks. The trucks, to be used on the docks, should be of 4,000-pound capacity, and are to be equipped with attachments to handle various types of loads.

No bid deadline has been established.

Specifications are available on short-term loan to firms located in the United States from the GIEC Division, BDSA—6320, Department of Commerce, Washington, D.C. 20230 (Telephone: 202 WO 7-5589).

Radio equipment, antenna sought by Iraqi Government

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has issued a tender request numbered Air Force/13/65, calling for various HF transmitters, receivers, modulators, multicouplers, and materials for log periodic, rhombic and omnidirectional antennas, as well as various ground-to-air VHF transmitters and receivers operating in the aeronautical band and the 70-90 mc/s band.

Also required are various pieces of communications equipment such as teleprinters, privacy equipment, error correctors and automatic change over units for use in conjunction with the above radio equipment.

The bid deadline is July 31.

Tender documents may be obtained from the Office of the Military Attache, Iraqi Embassy, 3510 Garfield St., NW., Washington, D.C., telephone 202-333-4028, attention Lt. Gusay. Loan copies of the tender are available to firms located in the United States from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crops

SPAIN—Feed grains. Requests replies in Spanish. Almacenes Generales de Melilla (importer, wholesaler), Calle Ejercito Espanol, Melilla. WTD 4/28/65.

019 Commercial farm products

HONG KONG—Rolled turf with grass seed and fertilizer incorporated, but containing no living plants. Alexandra, James & Co., Ltd. (importer, exporter), 512-513, 9 Ice House St. (P.O. Box 735), Hong Kong. Cable address: ALEXCO Hong Kong. WTD in preparation.

200 Food products

GIBRALTAR—All kinds of grocery supplies, including frozen and canned foods. Airborne & Super Produce, Ltd. (commission agent), Engineer Lane. Gibraltar. WTD 5/17/65.

SPAIN—Honey, cumin, powdered milk. Requests replies in Spanish. Almacenes Generales de Melilla (importer, wholesaler), Calle Ejercito Espanol, Melilla. WTD 4/28/65.

★★ THAILAND—Trade Mission

Various kinds of canned foods; flavoring extracts for soda water bottlers and syrup manufacturers. Lauris Co., Ltd. (manufacturer, wholesaler), 326/1-5 Suriwongse Rd., Bangkok. WTD 5/14/65. TM 39B.

203 Canned, preserved food

BELGIUM—Canned specialty foodstuffs. Direct purchase or agency. Ermis S.A. (importer, wholesaler), 24 Schulstraat, Antwerp. WTD 6/17/65.

Canned fruits, especially pitted red sour Michigan cherries. Requests fob quotations. Segal p.v.b.a. (importer, wholesaler), 50 Maasstraat, Antwerp. WTD 6/17/65.

FRANCE—Pulses: lentils, dried beans and peas. L. Cahen (importer, dealer, processor), 151 avenue du President Wilson, Saint-Denis (Seine). WTD 1/10/64.

HONG KONG—Closeout and off-season canned goods. Lees Trader (importer, exporter), Room 303 Kwong On Bank Building, Queen's Rd. Central, Hong Kong. Cable address: LEESTRADER, Hong Kong. WTD 6/8/65.

LIBYA—Canned fruit, non-frozen juices, canned vegetables. Approximately 1,500 cases annually. Geddah Trading Co. (importer, wholesaler, retailer), P.O. Box 805, Tripoli. WTD 8/11/64.

URUGUAY—Preserved fruits, vegetables, sea foods; all kinds. Arturo Yombalakian (importer), Calle Mendez Nunez 2764, ap. 5, Montevideo, Uruguay. WTD 4/27/65.

204 Grain mill products

FRANCE—Meat flour for animal feedstuff. N.U.S.P.O. (Societe Normande d'Utilisation de Sous-Produits Organiques) (manufacturer, importer, dealer), 37 rue Fondary, Paris 15e. WTD 4/9/65.

Complete feedstuff for livestock. Etablissements Thiebaud (wholesaler), 13 rue Sainte-Barbe, Chambery, Savoie. WTD 4/16/65.

208 Beverages

BELGIUM—Bottled or canned carbonated or distilled beverages, such as mineral waters, spring waters. Direct purchase or agency. Ermis S.A. (importer, wholesaler), 24 Schulstraat, Antwerp. WTD 6/17/65.

GIBRALTAR—Wines, liquors, beer. Lewis Stagnetto, Ltd. (importer, exporter, wholesaler), 41 Main St., Gibraltar. WTD 5/18/65.

209 Food preparations

FRANCE—Corn and milo-corn oil cakes for cattle. Societe Michel Verseux (manufacturer, wholesaler, importer), 22 Boulevard Beranger, Tours, Indre & Loire. WTD 4/13/65.

Oil cakes for cattle. Cooperative Agricole d'Ancenis (manufacturer, importer, dealer), La Noelle, Ancenis, Loire Atlantique. WTD 4/16/65.

210 Tobacco

GIBRALTAR—Cigars; cigarettes. Lewis Stagnetto, Ltd. (importer, exporter, wholesaler), 41 Main St., Gibraltar. WTD 5/18/65.

220 Textile mill products

AUSTRALIA—Fabrics, chiefly pile fabrics, suitable for women's coats. Virgo Manufacturing Co. Pty., Ltd. (manufacturer, exporter), 104 Flinders Lane, Melbourne, Victoria. WTD 4/9/65.

ITALY—Quality fabrics—cotton, man-made fiber, silk—for clothing, linens, upholstery, draperies. Bises Carlo & Figli (wholesaler, retailer), Via del Gesu 93, Rome. WTD 4/28/65.

NETHERLANDS—Textures and plastics for manufacture of all types of travel bags, suitcases, shopping bags, teenagers' bags, zipper bags. Requests samples and price lists. Jolita Lederwaren N.V. (manufacturer), 157 Boulevard Heuvelink, Arnhem. WTD 4/23/65.

221 Broad woven fabric, cotton

AUSTRIA—Stretch terry cloth, or similar, for manufacture of infants' wear. G. Schneider-Gummihof (manufacturer, wholesaler), Otto Bauer-Gasse 8, Vienna VI. WTD 4/12/65.

222 Broad woven fabric, man-made, fiber, silk

ALGERIA—Artificial and synthetic fabrics, natural-colored, both continuous and discontinuous fiber. Requests samples, prices, terms, delivery times; replies in French. G.A.D.I.T. (Groupement d'Achat des Industries Textiles) (importer), 19 rue des Liberes, Algiers.

223 Broad woven fabrics, wool

ITALY—Quality wool fabrics for clothing. Bises Carlo & Figli (wholesaler, retailer), Via del Gesu 93, Rome. WTD 4/28/65.

228 Yarn, thread

PAKISTAN—Rayon yarn, wool yarn. Requests quotations c&f Karachi. Direct purchase and agency. Orient Impex International (importer, agent), 18-19 Rehman Court, Plaza Square, Bunder Rd., Karachi. WTD 2/19/65.

229 Textile goods

NETHERLANDS—Vinyl impregnated and terri-cord cotton cloth for manufacture of working gloves. Handschoenenfabriek Hawedo N.V. (manufacturer, exporter), 20 Pr. Irenestraat, or P.O. Box 43, Dongen. WTD 6/8/65.

230 Apparel

GIBRALTAR—Men's, boys', women's, girls' clothing, including suits, dresses, shirts, blue jeans. H. T. Viroomal & Co. (importer, retailer, commission agent), 29 City Mill Lane, Gibraltar. WTD 5/6/65.

PAKISTAN—Millinery, neckties, handkerchiefs. Requests quotations c&f Karachi. Direct purchase and agency. Orient Impex International (importer, agent), 18-19 Rehman Court, Plaza Square, Bunder Rd., Karachi. WTD 2/19/65.

★★ THAILAND—Trade Mission

Ladies' good quality underwear such as lingerie, corsets, slips, good quality ready-to-wear clothing such as blouses, sport shirts, sweaters, slacks, panties, swimsuits, ladies' belts, stockings; men's good quality read-to-wear clothing such as sport shirts, sweaters, underwear, bathing robes, men's belts, socks, neckties, Songthum Import Export, Ltd., Partnership (importer, distributor), 31 Rajaprosong Shopping Center, Bangkok. WTD 6/4/65. TM 26B.

239 Fabricated textile products

AUSTRALIA—Textile trimmings for use in manufacture of men's suits. Keith Courtenay Pty., Ltd. (manufacturer, wholesaler), 125-127 Flinders Lane, Melbourne, Victoria. WTD 3/12/65.

ITALY—Nylon crinkle bed spreads. Bises Carlo & Figli (wholesaler, retailer), Via del Gesu 93, Rome. WTD 4/28/65.

249 Wood products

FRANCE—Kitchen woodenware. Au Comptoir Nouveau (importer, wholesaler), 150 rue du Temple, Paris 3e. WTD 4/27/65.

251 Household furniture

AUSTRALIA—Occasional furniture, wooden, upholstered and unupholstered, for living rooms; reasonable prices. Would prefer original design. Marshall Rochaix Pty. Ltd. (wholesaler), 94 Petrie Terrace, Brisbane, Queensland. WTD 12/18/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

FRANCE—Metal and/or wood smoking-stands. Au Comptoir Nouveau (importer, wholesaler) 150 rue du Temple, Paris 3e. WTD 4/27/65.

263 Paperboard

PAKISTAN—Cardboard, strawboard, millboard. Requests quotations c&f Karachi. Direct purchase and agency. Orient Impex International (importer, agent), 18-19 Rehman Court, Plaza Square, Bunder Rd., Karachi. WTD 2/19/65.

264 Converted paper, paperboard products

BELGIUM—Wallpapers of special designs or exclusive patterns. Direct purchase or agency. Ermis S.A. (importer, wholesaler), 24 Schulstraat, Antwerp. WTD 6/17/65.

ITALY—Wallpaper, finest types. Indaco Tommaso (wholesaler, retailer), 106 Via Tigre, Rome. WTD 11/10/64.

PAKISTAN—Cellophane paper. Lahore Chemical & Pharmaceutical Works, Ltd. (manufacturer), 53 The Mall, Lahore, West. WTD 6/14/65.

● **TAIWAN**—Tear tape, 1,500 bobbins, metallic gold color; gauge and type 600 MSC; width 2.0 $^{+0.2}_{-0}$ mm; length 2,000 $^{+40}_{-0}$ m; diamenter of bobbin core 12-16 mm; perfect heat-sealing of tear tape on cellophane should be guaranteed. Tender No. GF2C-21644, bid deadline July 19. Purchasing Department, Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202 WO 7-3003).

273 Books

NORWAY—Reference books for women and children. Also interested in copyright for translation into Norwegian. Teknisk Forlag A/S (importer, distributor, publisher), 19 Uranienborg terrasse, Oslo. WTD 3/12/64.

PAKISTAN—Books, comic and professional. Requests quotations c&f Karachi. Direct purchase and agency. Grenich Agencies (importer, agent), 510/4 Elphinstone St., Saddar, Karachi. WTD 6/17/65.

SOUTH AFRICA—Technical books for colleges. Maskew Miller, Ltd. (importing distributor, publisher), P.O. Box 396, Cape Town. WTD 6/1/65.

274 Publishing items

FRANCE—Sheet music: songs. Direct purchase and agency. Prisma-Music (Ste Nouvelle des Editions Ponsot-Smyth) (importer, wholesaler), 40 rue du Faubourg Poissonniere, Paris, 10e. WTD 4/28/65.

281 Industrial chemicals

GERMANY—Raw materials for production of synthetic resins for the paint and varnish industries. Requests quotations cif European ports. Direct purchase and agency. Ernst Jaeger, Fabrik chemischerRohstoffe GmbH (manufacturer, exporter, importer), 35-39 Obersbacherstr., 4 Duesseldorf-Reisholz. WTD 5/26/65.

● **IRAQ**—Calcium hydroxide, 175 long tons; fat tallow, 890 long tons; lithium stearate, 110 long tons; lithium 12 hydroxy stearate, 165 long tons; aluminum stearate, 110 long tons. Tender No. 15/65, bid deadline July 17. Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone 202, WOrth 7-3910).

PAKISTAN—Processing chemicals, raw materials for rubber industry. Requests quotation c&f Karachi. Direct purchase and agency. Orient Impex International (importer, agent), 18-19 Rehman Court, Plaza Square, Bunder Rd., Karachi. WTD 2/19/65.

SWITZERLAND—Inhibitors for hydrochloric, sulphuric, citric and formic acids. J. Scala & Co. (manufacturer, importer), Gartenstrasse 19, 4102 Binningen, Baselland. WTD in preparation.

THAILAND—Chemicals and wax used in washing, brushing, wax coating, drying and printing oranges. Thawatt Veechana, Unique Import & Export, Ltd. Partnership (importer, wholesaler, exporter), 897/9-10 Talad Somdej Chaophya, Thonburi. WTD 7/14/64.

282 Synthetic materials

FRANCE—Nylon and rayon horsehair for mattresses and brushes. Direct purchase and agency. Ets Charles Schweitzer (manufacturer, importer, dealer), 4-6 rue Bouret, Paris 19e. WTD 4/27/65.

PAKISTAN—Synthetic rubber, natural rubber and raw materials for rubber industry. Requests quotations c&f Karachi. Direct purchase and agency. Orient Impex International (importer, agent), 18-19 Rehman Court, Plaza Square, Bunder Rd., Karachi. WTD 2/19/65.

283 Drugs

● **CEYLON**—Two separate tenders covering the following drug products: extract glycyrrhis liquid, B.P., 1,000 imperial gallons; hydrogen peroxide, B.P., 15,000 bottles x 20 fluid ounces; olive oil, B.P., 2,000 imperial gallons; medicinal castor oil, B.P., 60,000 pounds; terebinth oil, B.P., 2,400 imperial gallons; benzoin co. tincture, 600 imperial gallons, and morrhuae oil B.P., 1,000 imperial gallons. Bid deadline July 27. Primidone tablets, 1,200,000 tablets x 250 mg. Bid deadline Aug. 10. The Ministry of Health, 355 Deans Rd., Colombo 10. Copies of these tenders are available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

FRANCE—Raw chemicals for animal feed. S.I.P.C.A. (manufacturer, importer, wholesaler), 107 rue des Dames, Paris 17e. WTD 4/1/65.

Opotherapic products for veterinary use. Bodrero & Compagnie (manufacturer, importer, dealer, 4 rue de l'Alboni, Paris 16e. WTD 4/1/65.

PAKISTAN—Pharmaceutical preparations, antibiotic drugs, patent medicines. Requests quotations c&f Karachi. Direct purchase and agency. New Medical Stores (importer, agent), Frere Rd., Arambagh Road Crossing, Karachi. WTD 6/17/65.

★★ THAILAND—Trade Mission

Wide variety of specialty pharmaceutical products. Desires to be exclusive representative

in Thailand. Newfoundland Pharmaceutical Co., Ltd. (manufacturer, importer, wholesaler), 922-924 Petchburi Rd., Bangkok. WTD 6/4/65. TM 22.

284 Soap, toilet preparation, perfume, cosmetics

★★ THAILAND—Trade Mission

Desires to be agent for a complete line of general cosmetic, toiletries and kindred products used exclusively by women for repackaging. Lauris Co., Ltd. (manufacturer, wholesaler), 326/1-5 Suriwongse Rd., Bangkok. WTD 5/14/65. TM 39A.

285 Paints, varnishes lacquers, enamels, allied products

● **IRAQ**—Corrosion resisting paints, 500 gals. seven colors. Tender No. DME/2/1965, bid deadline July 24. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone 202-WO 7-3512).

287 Agricultural chemicals

● **CEYLON**—DDT, 75% water dispersible powder. WHO specification SIF/1.R2, 150,000 lbs., bid deadline Aug. 31, The Ministry of Health, P.O. Box 500, Colombo.★ (Telephone 202 WO 7-3910).

291 Petroleum refining

PAKISTAN—Petroleum, nonmedicinal. Liquid paraffin, yellow and white. Lahore Chemical & Pharmaceutical Works, Ltd. (manufacturer), 53 The Mall, Lahore, West. WTD 6/14/65.

301 Tires, inner tubes

GREECE—Tires and inner tubes. John Dalianis (importer), 8 Aristotelous St., Thessaloniki. WTD 5/10/65.

306 Fabricated rubber products

FRANCE—Rubber and/or latex protective gloves. Direct purchase and agency. La Protection Rationnelle (manufacturer, importer, dealer), 40 rue Louis-Blanc, Paris 10e. WTD 4/27/65.

PAKISTAN—Rubber caps. Lahore Chemical & Pharmaceutical Works, Ltd. (manufacturer), 53 The Mall, Lahore, West. WTD 6/14/65.

307 Plastics products

FRANCE—Protective gloves, synthetic resins. Direct purchase and agency. La Protection Rationnelle (manufacturer, importer, dealer), 40 rue Louis-Blanc, Paris 10e. WTD 4/27/65.

Floor and wall plastic coverings of novel kind or design. Direct purchase and agency. Estermann Dufour—La Maison Moderne (importer, dealer), 21 rue de Bourgogne, Dunkerque(Nord). WTD 1/27/64.

PAKISTAN—Plastic caps and tops for bottles. Lahore Chemical & Pharmaceutical Works, Ltd. (manufacturer), 53 The Mall, Lahore, West. WTD 6/14/65.

314 Footwear

★★ THAILAND—Trade Mission

Ladies' and men's shoes. Songthum Import Export, Ltd. Partnership (importer, distributor), 31 Rajaprosong Shopping Center, Bangkok. WTD 6/4/65. TM 26A.

316 Luggage

GIBRALTAR—Leather and non-leather suitcases. H. T. Viroomal & Co. (importer, retailer, commission agent), 29 City Mill Lane, WTD 5/6/65.

317 Handbags

★★ THAILAND—Trade Mission

Ladies' handbags, leather, plastic and straw; men's purses. Songthum Import Export, Ltd. Partnership (importer, distributor), 31 Rajaprasong Shopping Center, Bangkok. WTD 6/4/65. TM 26E.

322 Glass, glassware

FRANCE—Smokers' glassware: ash-trays, tobacco jars. Au Comptoir Nouveau (importer, wholesaler), 150 rue du Temple, Paris 3e. WTD 4/27/65.

PAKISTAN—Bottles for packing, bottling, canning; glass vials. Lahore Chemical & Pharmaceutical Works, Ltd. (manufacturer), 53 The Mall, Lahore, West. WTD 6/14/65.

325 Structural clay products

FRANCE—Novelty tiling with mosaic design. Direct purchase and agency. Estermann Dufour—La Maison Moderne (importer, dealer), 21 rue de Bourgogne, Dunkerque (Nord). WTD 1/27/64.

326 Pottery, related products

FRANCE—Vitreous china and fine (semi-vitreous) types of earthenware table and kitchen articles, for preparing, serving, or storing food or drink; pottery articles for smokers; pottery sanitary ware; pottery stationery articles. Au Comptoir Nouveau (importer, wholesaler), 150 rue du Temple, Paris 3e. WTD 4/27/65.

329 Abrasive, asbestos, nonmetallic mineral products

SPAIN—Sandpaper and emery paper for use by automotive vehicle body manufacturers and repairers. Direct purchase or exclusive representation. Araya, S.A. (importer, wholesaler), Alameda de Recalde 30, Bilbao. WTD 6/15/65.

331 Steel mill products

● **BURMA**—Boiler tubes, 11 SWG (.1205″) wall: 2000 pcs. 1⅝″ O.D., 144¼″ long; 1000 pcs. 2¼″ O.D., 190″ long and 1000 pcs. 2″ O.D., 202″ long. Tender No. L/17 and L/18, bid deadline Aug. 4. The General Manager, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone 202 WO 7-2363).

JAPAN—Iron and steel scrap. Daigen Co., Ltd. (importer, exporter, wholesaler), 57 Dojima Kami-dori 2-chome, Kita Ku, Osaka. WTD 2/16/65.

● **KENYA**—Rails: 500 B.S. 95(N) and 1000 B.S. 60R., medium manganese steel, 40 ft. long. Circular No. 26, bid deadline July 20. The Overseas Purchasing Division, East African Railways and Harbours, P.O. Box 30540, Nairobi.★ (Telephone: 202-WO 7-2363).

PAKISTAN—Pig iron foundry type, grade IV; 300 tons. M.S. sheets, 8′ x 3′, hot and cold rolled, gauge 26; plates, 8′ x 4′ x ¼″, hot rolled; 300 tons. Zamindara Foundry Works (manufacturer), Kunjah Rd., Gujrat, West. WTD 6/10/65.

SWITZERLAND—Galvanized pipes and equipment. J. Scala & Co. (manufacturer, importer), Gartenstrasse 19, 4102 Binningen, Baselland. WTD in preparation.

333 Primary smelting, refining of nonferrous metals

● **IRAN**—2,000 kgs. tin ingot and 1,165 kgs. Belgian antimony metal. Tender No. 44/81, 101, bid deadline Aug. 14. Iranian State Railways, Maydane Rah-Ahan, Tehran.★ (Telephone: 202 WO 7-2298).

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—Electric wire and cable. Direct purchase and agency. Requests replies and sales literature in French. Ets Camus (importer, dealer), 10 rue du Marechal Leclerc, Ronchin-lez-Lille (Nord). WTD 4/29/65.

● **GREECE**—Supply of ⅝″ copper pipe, 0.049″ wall thickness and 0.418 lbs. per foot (54,700 yds.); ¾″ copper pipe, 0.065″ wall thickness and 0.641 lbs. per foot (32,800 yds.); 1″ copper pipe, 0.065″ wall thickness and 0.839 lbs. per foot (5,470 yds.). Tender No. 1173, bid deadline July 27. Societe Anonyme Hellenique des Eaux, Purchasing Service, 4 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-2162).

● **IRAN**—12,000 kgs. babbit (W.M. 5) 5% and 2,000 kgs. babbit (W.M. 10) 10%. Tender No. 44/102, bid deadline July 26. Iranian State Railways, Maydane Rah-Ahan, Tehran.★ (Telephone: 202-WO 7-2298).

● **IRAQ**—Supply of copper wire, type and quantity unspecified. Tender No. 6/1965 (79/B/65), bid deadline July 20. National Electricity Administration, Nafoura Square, Jumhouriya St., Baghdad. Tender documents and specifications may be obtained from the above issuing authority for $5.60 per copy, plus air mail charges to the U.S.

● Supply of bell wire twin flat cable (3,700 yds.); silver grey P.V.C. insulated and sheathed cable (1,000 yds.); bell wire flexible twin twisted cable (100 yds.); V.R. lead covered and armoured cable (1,900 yds.); flexible tough rubber sheathed circular 250 volt cord with conductors of twined copper wires (800 yds.); flexible V.R. braided 250-volt cord (600 yds.); paper insulated lead covered armoured 1,100-volt cable (200 yds.); single core red P.V.C. insulated tropical grade 250 volt cable (6,600 yds.); silver grey P.V.C. insulated and sheathed tropical grade 250-volt cable (1,700 yds.); and numerous electrical appliance parts and accessories. Tender No. Tawzee/25/65, bid deadline July 25. Administration of Distribution of Oil Products, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2162).

JAPAN—Aluminum plates, wires, shapes. Aluminum circulars for making kettles, pans. Daigen Co., Ltd. (importer, exporter, whole-

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saler), 57 Dojima Kami-dori 2-chome, Kita Ku, Osaka. WTD 2/16/65.

NIGERIA—Enamel-coated copper winding wire for use in rewinding electric motors; SWG 14-40; for own use and to supply customers; requirements $3,000-$5,000 monthly. Elusos Electrical Works, Ltd. (electrical repair, coil and armature winders, contractors), 7 City Way, P.O. Box 472, Yaba, Nigeria. WTD 2/6/64.

● **RHODESIA**—Ministry of Posts' requirements of underground telephone cable, paper core, star quad, lead-sheathed, armoured in various sizes from 14 to 400 pairs, for the period of July 1, 1965 to June 30, 1968. Tender No. GPO. 2280, bid deadline July 15. Controller of Stores and Transport, Ministry of Posts, Box 8048, Causeway, Salisbury.★ (Telephone: 202-WO 7-2162).

336 Nonferrous foundry products

FRANCE—Aluminum kitchen utensils. Au Comptoir Nouveau (importer, wholesaler), 150 rue du Temple, Paris 3e. WTD 4/27/65.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Cupboard door knobs and handles, ceramic and metal. Direct purchase and agency. Epstein & Co., Ltd. (importer, retailer), 459-463 New South Head Rd., Double Bay, N.S.W. WTD 5/13/65.

BELGIUM—Hardware equipment: small tools, gardening equipment, household articles. Requests quotations fob or cif Antwerp. Victor Van Rompuy (importer, wholesaler), 143-147 Mechelsesteenweg, Oude God. WTD 6/17/65.

FRANCE—Kitchen cutlery; household hardware. Au Comptoir Nouveau (importer, wholesaler), 150 rue du Temple, Paris 3e. WTD 4/27/65.

Key blanks. Direct purchase and agency. Cleflash (manufacturer, wholesaler, retailer, importer), 162 Boulevard de Grenelle, Paris 15e. WTD 4/27/65.

GIBRALTAR—All kinds of hand tools, including pliers, screwdrivers, hammers, chisels. Ultra Distributors (importer, exporter, retailer, commission agent), 6 City Mill Lane, Gibraltar. WTD 5/17/65.

● **IRAQ**—100 steel bridging cribs, 500 5 ft. length service pattern park picket as holdfast, 200 fastenings for steel wire ropes, and 300 double throated clamps. Tender No. DMW/6/65, bid deadline July 24. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589).

JAMAICA—Furniture hardware, related products. Direct purchase and agency. Daker Agencies, Ltd. (agency, wholesaler, retailer), 209-211 Tower St., P.O. Box 193, Kingston. WTD in preparation.

NETHERLANDS—Trimmings and locks for all types of travel bags, suitcases, shopping bags, teenagers' bags, zipper bags. Requests samples and price lists. Jolita Lederwaren N.V. (manufacturer), 157 Boulevard Heuvelink, Arnhem. WTD 4/23/65.

343 Heating apparatus, plumbing fixtures

AUSTRALIA—Lawn and garden sprinklers. Direct purchase and agency. Epstein & Co., Ltd. (importer, retailer), 459-463 New South Head Rd., Double Bay, N.S.W. WTD 5/13/65.

Components and controls for use in manufacture of domestic gas stoves. Craig & Seeley Ltd. (importer, manufacturer, distributor), 21-35 Hope St., Brunswick, Victoria. WTD 3/12/65.

FRANCE—Industrial or semi-industrial waste incinerators. Direct purchase and agency. Societe d'Exploitation de Produits Industriels—S.E.P.I. (manufacturer, importer, dealer), 45 Boulevard Anatole France, Saint-Denis (Seine). WTD 7/29/64.

Industrial oil burners. Societe Metallurgique d'Auchel (manufacturer, dealer), Route Nationale, Cauchy-a-la-Tour (Pas-de-Calais). WTD 4/28/65.

GERMANY—Heating and plumbing fixtures of all kinds. Direct purchase and/or agency. Requests quotations cif Antwerp, Amsterdam, Rotterdam or Hamburg; replies in German. Hermann Kruecken (importer, wholesaler), 50 Kochstrasse, 415 Krefeld. WTD 6/8/65.

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344 Fabricated structural metal products

JAPAN—Aluminum window frames and sash. Daigen Co., Ltd. (importer, exporter, wholesaler), 57 Dojima Kami-dori 2-chome, Kita Ku, Osaka. WTD 2/16/65.

PAKISTAN—Nuclear reactors for production of electric power. Direct purchase and agency. Requests quotations c&f Karachi. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi. WTD 2/10/65.

● **UAR**—Supply of 26 steam generating plants using 42 identical steam boilers, normal continuous rating 6 tons/hour, each boiler to be equipped with a superheater with capacity to produce 1.5 tons/hour of steam at 350°C. Complete with all auxiliaries, feed water system and water treatment equipment. Tender No. 6/65, bid deadline Nov. 20. The General Organization for Industrialization, 6 Khalil Agha St., Garden City, Cairo. One set of technical specifications of tender are available for review only, not for loan, from Power & Electrical Equipment Division, Room 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4242).

345 Screw machine products

GERMANY—Screws of refined steel, assemblies of all kinds. Direct purchase and/or agency. Requests quotations cif Antwerp, Amsterdam, Rotterdam or Hamburg; replies in German. Hermann Kruecken (importer, wholesaler), 50 Kochstrasse, 415 Krefeld. WTD 6/8/65.

346 Metal stampings

FRANCE—Porcelain enameled cooking utensils and kitchenware; stamped and pressed metal cooking, kitchen, and household utensils. Au Comptoir Nouveau (importer, wholesaler), 150 rue du Temple, Paris 3e. WTD 4/27/65.

349 Fabricated metal products

GERMANY—Aluminum barrels and containers for chemicals; aluminum barrels for beer. Direct purchase and/or agency. Requests quotations cif Antwerp, Amsterdam, Rotterdam or Hamburg; replies in German. Hermann Kruecken (importer, wholesaler), 50 Kochstrasse, 415 Krefeld. WTD 6/8/65.

351 Engines, turbines

● **BURMA**—Supply of 48 diesel engines, 6 B.H.P. at 650 r.p.m. to 1,000 r.p.m., single cylinder, vertical overhead valve, four cycle, plus spares for one year. Tender No. F/Q No. 409/MACH 23/G-1(64-65), bid deadline July 12. Government of the Union of Burma, People's Stores Corp., Machinery, Equipment, Tools and Spares Division, No. 228/240 Straud Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

352 Farm machinery

FRANCE—Wheel tractors; planting, seeding, fertilizing machinery; harvesting machinery; haying machinery; lawn mowers; cultivators and weeders; machinery for preparing crops for market and for use. Maurice Gibouin (importer, wholesaler), 64 avenue Marechal-Foch, Nangis, S & M. WTD 4/26/65.

Feed cookers; feed grinders and crushers; feed mixers. N.U.S.P.O. (Societe Normande d'Utilisation de Sous-Produits Organiques) (manufacturer, importer, dealer), 37 rue Fondary, Paris 15e. WTD 4/9/65.

Machinery of novelty character for processing of pulses. L. Cahen (importer, dealer, processor), 151 avenue du President Wilson, Saint-Denis (Seine). WTD 1/10/64.

PAKISTAN—Bulldozers, trailblazers, brush cutters, similar equipment. Requests quotations c&f Karachi. Direct purchase and agency. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi. WTD 2/10/65.

TRINIDAD—Agricultural tractors. Automotive Supplies Co. (importer, wholesaler, retailer), 22 Charles St., Port of Spain, Trinidad, W.I. WTD 6/16/65.

353 Construction equipment

● **BURMA**—Various types and quantities of material handling equipment, including: ten 7-ton capacity mobile cranes; one heavy-duty tractor; 30 five-ton tractors; one floor sweeper unit. Tender No. 9P-3/A, bid deadline Aug. 28. The Chairman, Board of Management for the Port of Rangoon, P.O. Box No. 1, Rangoon.★ (Telephone: 202 WO 7-5589).

FRANCE—Hydraulic cranes; industrial trucks, tractors, trailers, stackers used for handling materials; wheel tractor shovel loaders; track laying tractors; bulldozers; concrete mixers; dredging machinery; pavers and power shovels. Maurice Gibouin (importer, wholesaler), 64 avenue Marechal-Foch, Nangis, S & M. WTD 4/26/65.

● **INDIA**—Two fork lift trucks with a capacity of 6,000 lbs. Tender No. 941/BPO/P-136/PR/51416, bid deadline July 21. Chief Purchase Officer, Beas Purchase Organization, Talwara Township Distt. Hoshiarpur, Punjab. Copies of tender are available from India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008 (Ref: D/ENQ/1736).★ (Telephone: 202 WO 7-5589).

● Twelve electric trolley-battery locomotives of 20 tons operative weight, suitable for 42-inch gauge rail track. Tender No. T/65/PR/51406, bid deadline July 21. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiapur, Punjab. Documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 (Ref: D/ENQ/1725), free of charge.

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● One continuous duty rod mill, control peripheral discharge type, suitable for making 40-45 short tons per hour of specification concreting sand by wet process in open circuit from —¾ +4 mesh quartzite, diorite or dolomite feed. Tender No. 934/BPO/P-133/PR/51413, bid deadline July 15. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 (Ref.: D/ENQ/1731) free of charge.

● **IRAQ**—Three fork-lift trucks with lifting capacity of 5,000 lb. and seven drum squeezer type lift trucks, 3,000 lb. capacity. Tender No. 16/65, bid deadline Aug. 3. Government Oil Refineries Administration, Ministry of Oil, Baghdad. Tenders available at above address for $2.80.★ (Telephone: 202-WO 7-5589).

JAMAICA—Wishes to expand its operations and to obtain representation of agricultural and other equipment complementary to existing work of farm planning and development. Agricultural Engineering, Ltd., (importer, retailer, manufacturers' representative), Highgate P.O. WTD 5/21/65.

NETHERLANDS—Material handling equipment, such as material handling rollers, trucks, hand trucks and other mobile units (preferably not engine driven), racks, lifts, lift tables and related articles which can simplify intern and extern transport. Especially interested in the latest developments and constructions which are not yet known in The Netherlands. Exclusive representation requested. Company desires descriptive literature and price lists. Manufacturers only, because of the technical nature of subject equipment. N.V. v/h Nierstrasz, (importing distributor) 60-62 Plantage Middenlaan, Amsterdam. WTD 10/19/64.

● **NIGERIA**—One mobile crane and attachments, 30-ton lift capacity. Bid deadline July 22. The Secretary, Electricity Corp. of Nigeria, 24/25 Marina, P.M. Bag 2030, Lagos. Tender documents can be obtained only from The Secretary for $5.76, not refundable.

NORWAY—Rotary shovel snow plows for airfields and roads. Industrimaskiner A/S, Thomas Heftyesgate 50, (importer, manufacturers' agent), Oslo. WTD 6/15/65.

PAKISTAN—Industrial tractors; wheel tractors, under 100 hp. Requests quotations c&f Karachi. Direct purchase and agency. Hameed Naseer and Company (importer, agent), Pak Chambers, 7 West Wharf, Karachi. WTD 6/15/65.

● **RHODESIA**—Earth boring auger and pole setting machine, mounting for rear of vehicle, augers of 9″, 12″, 16″, 20″ and 24″, to dig hole 10′ deep. Quotations should include several accessories and attachments listed in specifications. Bid deadline late August or early September. The Town Clerk, City of Salisbury, P.O. Box 990, Salisbury.★ (Telephone: 202 WO 7-5566). Copies of specifications available from Town Clerk at 70 cents per copy plus $1.26 to cover airmail charge to U.S.

354 Metalworking machinery

FRANCE—Key cutting machines. Direct purchase and agency. Cleflash (manufacturer, wholesaler, retailer, importer), 162 Boulevard de Grenelle, Paris 15e. WTD 4/27/65.

GERMANY—Small hand-operated and electrically driven precision and cutting tools for processing of steel and other metals. Direct purchase and/or agency. Requests quotations cif European ports. Gebr. Weyersberg KG. (importer, wholesaler), Postfach 920 or 29 Wilhelmstrasse, 565 Solingen-Ohligs. WTD 6/4/65.

Machinery to produce hand tools and tools for use in automobile industry. Machines must not weigh more than 800 kg; cif European ports. Direct purchase and agency. Requests replies in German. Alex Brons, Maschinenbau (manufacturer), 133 Berrenratherstr., 5 Koeln-Sued. WTD 6/3/65.

● **INDIA**—Profile projector, screen dia. 20¾″, width of field or screen 17″, max. distance between center 12⅜″, axial measuring range on standard scale 8″. Tender No. SWP 7/4031/059A/T.E., bid deadline Aug. 3. Director General of Supplies and Disposals, National Insurance Building, Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1758. Purchase price $1.25, payable in advance.

JAPAN—Tube bending machines. Daigen Co., Ltd. (importer, exporter, wholesaler), 57 Dojima Kami-dori 2-chome, Kita Ku, Osaka. WTD 2/16/65.

NEW ZEALAND—Wire forming machine to produce range of fish hooks. McKay, Hardgrove & Co., Ltd. (engineers, plumbing contractors), P.O. Box 423, Lower Hutt. WTD in preparation.

PAKISTAN—Lathes, boring machines, milling machines, gear cutting machines, drilling machines, planers and shapers, grinding machines. Direct purchase and agency. Requests quotations c&f Karachi. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi 3. WTD 2/10/65.

Metalworking machinery and parts; factory metal forming and cutting machines; rolling mill machinery; foundry equipment; forging equipment. Requests quotations c&f Karachi. Direct purchase and agency. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi. WTD 2/10/65.

SWEDEN—All types of new combination tools and standard metal cutting tools. Direct purchase and agency. Thorns Verktygs AB (importer, sales agent), Gravorgrand 2-4, Johanneshov. WTD 6/14/65.

355 Special industry machinery

BRAZIL—One ball and cylinder mill for grinding sea shells (4-16 millimeter size), with an F.M. of 80-90 mesh and an hourly capacity of 5 metric tons. Quotations cif Rio de Janeiro and fob. Requests literature and complete specifications; replies in Portuguese. Moinho Santo Antonio, Ltda. (manufacturer), Praca Ary Parreiras 17, Araruama, Estado do Rio de Janeiro. WTD in preparation.

● **BURMA**—Various quantities of cotton gin spares, including bolts, pulleys. Tender No. 202/MACH/G-2/Trade/982, bid deadline July 23. Divisional Manager, Machinery, Equipment, Tools and Spares Division, People's Stores Corp., Rangoon.★ (Telephone: 202 WO 7-5589).

● Various types and quantities of sawmill spare parts, including brakes, packing asbestos, fasteners, chisels, flanges, pipes. Tender No. 311/MACH/23/G-a(64-65), bid deadline July 25. Divisional Manager, Machinery, Equipment, Tools and Spares Division, People's Stores Corp., Rangoon.★ (Telephone: 202 WO 7-5589).

FRANCE—Machinery of novelty character for packaging of pulses in units of 500 grams, 1 kilo, 5 and 10 kilos. L. Cahen (importer, dealer, processor), 151 avenue du President Wilson, Saint-Denis (Seine). WTD 1/10/64.

● **INDIA**—One reciprocating granulator, bench type, suitable for installing in glove box, for granulating both damp and dry ceramic materials. Tender No. AEE/P/CAP/10177, bid deadline July 20. Purchasing Officer, Atomic Energy Establishment Trombay, Government of India, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202 WO 7-5589).

● **IRAN**—One bookbinding machine to sew 10 sheets at time. Bid deadline Sept. 2. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202 WO 7-5589).

IRAQ—Seeks equipment and technical advice for setting up complete plant for extraction and processing of date syrup, tomato juice and licorice roots. Equipment to include slicers, diffusion battery, pumps, pulp catcher, raw juice filter presses, evaporators, boiler, raw juice containers. Capacity of plant for one 8-hr. shift should be 5-6 tons of date syrup. Setup should provide for production of date syrup during six months of the year (date season) and for production of tomato juice and processing of licorice roots during the remaining six months. M. T. Irani Sons Co. (importer, wholesaler, retailer), P.O. Box 481, Baghdad. WTD 7/16/63.

● 90 galvanized steel blocks, 90 blocks for wire rope and 30 snatches. Tender No. DME/4/65, bid deadline July 24. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained from the Military Attache, Iraqi Embassy, Washington.★ (Telephone: 202-WO 7-5589).

● 10 electric sewing machines for heavy textiles, leather and canvas. Tender No. Prod/7/1/65, bid deadline July 27. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Copies of tender available from Military Attache, Iraqi Embassy, Washington.★ (Telephone: 202-WO 7-5589).

KUWAIT—Cottonseed oil mill, crushing capacity of 100 tons per day, for manufacturing crude cottonseed oil, semi-refined cottonseed oil, fully refined and deodorizing oil, vegetable ghee, washing soap from the refuse, oilcakes. Mishary Khalid Al Zaid (importer, wholesaler, retailer, mfrs.' representative, mfr.), P.O. Box 3777, Kuwait. WTD 3/28/65.

LEBANON—Machinery for making pharmaceuticals, cosmetics, and household spraying insecticides. E. Doche & Co. (manufacturer), P.O. Box 1740, Beirut, Lebanon. WTD 6/11/65.

NORWAY—Woodworking machinery: Planing machines, 4 side, capacity 10″-24″ x 5″-6″, feed up to 200 feet per minute. C. S. Christensen A/S (importer, manufacturer's agent), 12 Kirkegaten, Oslo. WTD 5/13/64.

PAKISTAN—Wheat flour milling plant. Requests quotations c&f Karachi. Adil Brothers (importer, agent), Bait-Ul-Hamd, 140 Bunder Rd., Karachi. WTD 9/26/63.

SWEDEN—Industrial supplies and equipment for the pulp, paper, rubber and plastics industries, such as high-class paper filters and cyclones. Direct purchase and agency. Ingenjorsfirma B. J. Nystrom (importer, exporter, wholesaler, sales agent, Norra Promenaden 127, Norrkoping. WTD 6/3/65.

● **TAIWAN**—Battery-making machinery, including pasting machine, one grid casting and trimming machine and one pressure machine. Tender No. GF2B-21694, bid deadline July 19. Purchasing Dept., Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-WO 7-5589).

THAILAND—Machinery used in washing, brushing, wax coating, drying and printing oranges. Requests detailed information about machine operations, installation, delivery dates. Requests catalogs and cif quotations in triplicate. LC basic terms required. Thawatt Veechana, Unique Import & Export, Ltd. Partnership (importer, wholesaler, exporter), 897/9-10 Talad Somdej Chaophya, Thonburi. WTD 7/14/64.

● **TURKEY**—One contact welding machine, and one 250 cm^3 capacity plastic injection moulding machine. Bid deadline July 19. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-5589).

356 General industrial machinery

● **GUATEMALA**—Four vertical pumps, complete with motors, attachments, cables, valves and instruments; control panelboards—power and electrical; and electric power sub-station for triphasic 66,000-volt service. Tender No. 4/65, bid deadline July 20. Municipalidad de Guatemala, Secretaria Municipal (6° piso), Palacio Municipal Guatemala City. Specifications in Spanish only.★ (Telephone: 202-WO 7-5589).

● **INDIA**—Three oil rotary high vacuum pumps, 60 cfm capacity. Tender No. AEE/P/CAP/10195, bid deadline July 26. Government of India, Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

JAPAN—Papier-mache molding machine for molded pulp floral containers. Toyo Jozo Co., Ltd. (manufacturer), Liquor Sales Department, 8 Nihombashidori 3-chome, Chuo-ku, Tokyo. WTD 3/27/64.

UAR—20 pumps, vertical, turbine type; requests price quotations. Helwan Military & Diesel Industries Co. (government agency), Helwan, Cairo.

VENEZUELA—Industrial fans and blowers; 110-v., 50/60 cycles. Direct purchase and agency/distributorship for entire country. Requests replies in Spanish. C.A. Distribuidora Save (sales agent, importer), Apartado 1304, Caracas. WTD 6/10/65.

357 Office, computing, accounting machines

FRANCE—Coin changers. Societe Francaise d'Alimentation Automatique ALIMAUTO (importer, dealer, agent), 16 rue Rouelle, Paris 15e. WTD 4/9/65.

● **GREECE**—Supply of 40 power-driven, 220-v., calculating machines. Tender No. B/451/65, bid deadline July 31. Estimated value, $167,000. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2939).

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358 Service industry machines

NETHERLANDS—Coin operated coffee and hot chocolate vending machines, suitable for Dutch 25-cent coins. Desires exclusive representation for The Netherlands. International Distributing Co. I.D.C. (importer), 11 Cortezlaan, Utrecht. WTD 4/26/65.

SWEDEN—All types of vending machines, especially coin-operated newspaper vending machines; electric machines to convert paper money into coins; coin-operated postage-meters as used by U.S. post offices. Direct purchase and agency. Automat-Distribution AB (importer, wholesaler, sales agent), S:t Eriksgatan 64, Stockholm Va. WTD 6/2/65.

361 Electric transmission, distribution equipment

● **COLOMBIA**—Supply 6,200 single-phase electric meters, 200 three-phase electric meters, 132 power transformers and 20 spare synchro motors, tender No. 019/6/65, bid deadline July 12; supply of 1,069 single-phase distribution transformers, self protected type for 75, 50 and 37½ kva capacity, tender No. 020/6/65, bid deadline July 12. Specifications in Spanish. Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga 607, Medellin.★ (Telephone: 202-WO 7-4242).

● **COSTA RICA**—Supply of 301 various size (5 kva to 300 kva) weatherproof, single-phase distribution transformers. Tender No. 1242, bid deadline Aug. 3. Specifications in Spanish. Instituto Costarricense de Electricidad, Apartado XXXII, San Jose.★ (Telephone: 202 WO 7-4242).

FRANCE—Electric measuring equipment to be used in electronic and chemical industries: micro-coulometers, electric and electronic recording instruments, etc. Direct purchase and agency. Techmation (importer, dealer), 113 rue Lamarck, Paris 18e. WTD 4/28/64.

High and low-tension electrical fittings and equipment; circuit-breakers. Direct purchase and agency. Requests replies and sales literature in French. Ets Camus (importer, dealer), 10 rue du Marechal Leclerc, Ronchin-lez-Lille (Nord). WTD 4/29/65.

● **GREECE**—Supply of 349,880 watthour meters as follows: 345,000 units single-phase, 2-wire, 220V, 50 cycles; 1,000 units cumulative maximum demand, 3-phase, 220/380V, 50 cycles; 30 units cumulative maximum demand 3-phase, 100V, 50 HZ; 3,500 units cumulative maximum demand, 3-phase, 50 (100)A, 220-380V, 50 cycles; 350 units reactive energy, 5A, 220-380V. Tender No. DED-902-904-905-906-907, bid deadline not yet set. Estimated value $2.3 million. Public Power Corp. (DEH), Purchasing Department, 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Specialty control and general purpose transformers. Requests quotations c&f Karachi. Direct purchase and agency. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi 3. WTD 2/10/65.

362 Electrical industrial apparatus

FRANCE—Pulse generators; electronic welding equipment; for use in electronic industry. Direct purchase and agency. Techmation (importer, dealer), 113 rue Lamarck, Paris 18e. WTD 4/28/64.

Electric motors. Direct purchase and agency. Requests replies and sales literature in French. Ets Camus (importer, dealer), 10 rue du Marechal Leclerc, Ronchin-lez-Lille (Nord). WTD 4/29/65.

● **NIGERIA**—Supply and erection of two 1500-kw. or one 3,000-kw. diesel generator set for Kano Power Station. One 1500-kw. diesel generator set for Maiduguri Power Station and one 400/500-kw. skid mounted diesel generator set for Katsina Power Station, all units complete with auxiliary equipment. Tenderers may quote on any or all items. Bid deadline July 22. Specifications may be obtained from Secretary of the issuing authority, Electricity Corp. of Nigeria, 24/25 Marina, P.M. Bag 2030, Lagos, for $5.76 for each document, non refundable.

PAKISTAN—Electric generators, steam turbine generator sets—500 kw. and over. Direct purchase and agency. Requests quotations c&f Karachi. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi. WTD 2/10/65.

363 Household appliances

FRANCE—Electric ranges; built-in appliances. Direct purchase and agency. Nouvelle Societe Electromagic (importer, wholesaler), 52 avenue des Champs Elysees, Paris 8e. WTD 4/26/65.

● **IRAN**—Supply of one washing machine, capacity (dry clothes) 50 to 60 kilos; one hydro-extractor 12-20 kgs.; two drying tumblers, 3-10 kgs.; one single roll ironer, 2,100 mm. Voltage of gasoline motor to be 220/380 volts, 50 cycles. Tender No. 44/352, bid deadline Aug. 5. Iranian State Railways, Maydane Rah-Ahan, Tehran.★ (Telephone: 202 WO 7-2939).

VENEZUELA—Electric fans; 110 V., 50/60 cycles. Direct purchase and agency for entire Venezuela. Requests replies in Spanish. C.A. Distribuidora Save (sales agent, importer), Apartado 1304, Caracas. WTD 6/10/65.

364 Electric lighting, wiring equipment

AUSTRALIA—Lamps, lighting fittings and components, street lights, industrial and special purpose lighting. Utilite Illuminating Engineers Pty., Ltd. (indent agent), 20 Glen Eira Avenue, Ripponlea, S.16, Victoria. WTD 3/19/65.

FRANCE—Fluorescent lamps; lighting fixtures for industrial use; electrical insulators and insulation materials. Direct purchase and agency. Requests replies and sales literature in French. Ets Camus (importer, dealer), 10 rue du Marechal Leclerc, Ronchin-lez-Lille (Nord). WTD 4/29/65.

365 Radios, television sets

FRANCE—Phonograph records, popular music. Direct purchase and agency. Prisma-Music (Ste Nouvelle des Editions Ponsot-Smyth) (importer, wholesaler), 40 rue du Faubourg Poissonniere, Paris 10e. WTD 4/28/65.

Jukeboxes; automatic phonographs. Direct purchase and agency. Compagnie Francaise

Automatique R. Mace (importer, dealer), 202 avenue de Versailles, Paris 16e. WTD 4/22/65.

GERMANY—Amplifiers, all kinds, including audio commercial and consumer types, d.c. amplifiers, pulse amplifiers. Direct purchase and/or agency. Requests quotations cif European ports. Gebr. Weyersberg KG. (importer, wholesaler), Postfach 920 or 29 Wilhelmstrasse, 565 Solingen-Ohligs. WTD 6/4/65.

366 Communication equipment

FRANCE—Aircraft control systems; radio direction finders. Direct purchase and agency. Ardic S.A. (importer, wholesaler, agent), 71 Boulevard Raspail, Paris 6e. WTD 2/8/65.

GERMANY—Intercommunication systems, including electronically amplified and other types. Amplifiers, r.f. power, broadcast and other types; telephone amplifiers. Direct purchase and/or agency. Requests quotations cif European ports. Gebr. Weyersberg KG. (importer, wholesaler), Postfach 920 or 29 Wilhelmstrasse 565, Solingen-Ohligs. WTD 6/4/65.

● **IRAQ**—Supply of one complete private automatic branch exchange for operation on 40-volt system, and equipped for 15 outside trunks, 100 extensions and six connecting links. Tender No. GAS/3/65, bid deadline July 28. Gas Distribution Administration, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-4823).

● **IRELAND**—Supply and supervision of installation of four 18-channel, nine 6-channel, and seven 2-channel voice frequency telegraph systems. Tender No. C/34, bid deadline July 27. Engine-in-Chief, Contract Section, Room 513, Hawkins House, Dublin 2.★ (Telephone: 202-WO 7-4823).

PAKISTAN—Telephone and telegraph equipment, carrier equipment, facsimile equipment. Requests quotations c&f Karachi. Direct purchase and agency. Modern Trading Co. (importer, agent), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi 3. WTD 2/10/65.

367 Electronic components and accessories

FRANCE—Electron tubes for radio and television; rotators for television antennas. Hohl & Danner, Radio-Television en gros (importer, wholesaler), 6 Quai Turckhein, Strasbourg 67. WTD 6/3/63.

GERMANY—Magnetic amplifiers of all kinds; direct purchase and/or agency. Requests quotations cif European ports. Gebr. Weyersberg KG. (importer, wholesaler), Postfach 920 or 29 Wilhelmstrasse, 565 Solingen-Ohligs. WTD 6/4/65.

369 Electrical machinery, equipment

FRANCE—Aircraft starting motors and generators. Direct purchase and agency. Ardic S.A. (importer, wholesaler, agent), 71 Boulevard Raspail, Paris 6e. WTD 2/8/65.

371 Motor vehicles, equipment

AUSTRALIA—Automotive spare parts and accessories; new and used equipment and spare parts for hot rods, dragsters, boats. Direct purchase and agency. L. Kalokerinos, L. H. Nicholas Pty., Ltd. (importer, exporter, mfr., retailer, wholesaler, mfr.'s representative), 35 Chaleyer St., Rose Bay. N.S.W. WTD 6/17/65.

FRANCE—Air conditioning units for installation in buses, boats, motor vehicles. Requests specifications, quotations. Icart Fils & Cie. (contractor), 14 rue Hotel des Postes, Nice. WTD 6/8/65.

SPAIN—Automotive parts and accessories. Direct purchase or exclusive representation. Araya, S.A. (importer, wholesaler), Alameda de Recalde 30, Bilbao. WTD 6/15/65.

372 Aircraft, parts

FRANCE—Aircraft equipment: Assemblies, subassemblies and parts; body assemblies and parts; engines and engine parts, internal combustion and jet propulsion; power transmission equipment; propellers and propeller parts. Direct purchase and agency. Ardic, S.A. (importer, wholesaler, agent), 71 Boulevard Raspail, Paris 6e. WTD 2/8/65.

374 Railway equipment

● **BURMA**—Supply of 100 roof water tanks for passenger cars, capacity 75 gallons, complete with inlet, air vent, and fittings. Tender No. 247/Burma Railways, deadline July 28. The General Manager, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon. Copy of tender notice and specifications is available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

● **CANADA**—Supply of 10 diesel-electric locomotives of 2,400 to 3,000 h.p. and 48 locomotive-drawn rail passenger cars for suburban commuter service. Bid deadline July 20. R. D. Cowley, Chairman, Technical Advisory and Coordinating Committee, Metropolitan Toronto and Region Transportation Study, Postal Box 227, Parliament Buildings, Toronto 2, Ontario. Set of contract documents and specifications available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Laboratory equipment used for animal feed preparations. Bodrero & Cie (manufacturer, importer, dealer), 4 rue de l'Alboni, Paris 16e. WTD 4/1/65.

Chromatographs. Direct purchase and agency. Techmation (importer, dealer), 113 rue Lamarck, Paris 18e. WTD 4/28/64.

● **IRAQ**—Supply of following school laboratory apparatus, including, but not limited to, following: 50 compound microscopes; 50 epidiascopes with lantern slides and film strip carriers; 20 sets biological slides; 180 sets physical apparatus (mechanics, optics, electricity, heat, sound, light). Tender No. 3/65, bid deadline Aug. 25. Iraq Stores Co. (Orosdi-Back), P.O. Box 26, Baghdad.★ (Telephone: 202-WO 7-2939).

● Supply of laboratory equipment. Tender No. 30, bid deadline July 20. Terms and specifications may be obtained from issuing authority for $5.60 per copy, plus air mail charges to U.S. Directorate General of Planning & Design, Ministry of Municipal and Rural Affairs, Baghdad.

● Supply of 153 items and hundreds of units of laboratory equipment and supplies including, but not limited to, following: Bunsen burners; funnels; pumps; beakers; gloves; hydrometers; barometers; pyrometers; tongs; forceps; crucibles; bottles; tripods; brushes; flasks; pipettes; thermometers; tubing; jars; burettes; thermostats. Tender No. Prod/5/1/1965, bid deadline July 27. Tender documents may be obtained from Military Attache, Iraqi Embassy, Washington, D.C. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Electronic measuring and recording instruments to be used in the chemical and electronic industries: ratemeters, osmometers of particular interest. Direct purchase and agency. Techmation (importer, dealer), 113 rue Lamarck, Paris 18e. WTD 4/28/64.

● **GREECE**—Supply of 25,000 displacement type cold water meters with tail pieces and coupling nuts of following size: 10,000, ½"; 15,000, ⅝". Tender No. 1186, bid deadline July 30. Estimated value $300,000. Societe Anonyme Hellenique des Eaux (EEY), Purchasing Department, 4 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-2939).

● **IRAN**—Supply of the following gas-oil meters: 21 units, 2-inch; 4 units, 1-inch. Tender No. 44/100, bid deadline July 31. Iranian State Railways, Maydane Rah-Ahan, Tehran.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Reactor monitoring equipment, required by Pakistan Atomic Energy Commission and research institutes. Direct purchase and agency. Pakland Corporation (importer, agent), Central Commercial Area, P.E.C.H. Society, Karachi 29. WTD 2/9/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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383 Optical instruments, lenses

BELGIUM—Optical glasses; optical instruments. Roothaert p.v.b.a. (importer, retailer, wholesaler), 5 de Keyserlei, Antwerp. WTD 6/15/65.

FRANCE—Optical elements and assemblies: lenses, prisms, optical flats, lens mounts, optical reflectors and mirrors. Direct purchase and agency. Robbez-Masson (importer, wholesaler, agent), 22 rue Rambuteau, Paris 3e. WTD 3/19/65.

385 Ophthalmic goods

BELGIUM—Spectacle frames. Roothaert p.v.b.a. (importer, retailer, wholesaler), 5 de Keyserlei, Antwerp. WTD 6/15/65.

● **CEYLON**—Supply of 2,400 pairs cataract spectacles with rigid, durable, plain solid nickel frames, facial width 100 mm, interpupillory distance 55 to 60 mm, size 10.0 D's distance glass; 2,400 pairs cataract spectacles, same as above, except size of 11.0 D's distance glass; 4,800 spectacle cases. Bid deadline Aug. 3. Tender documents may be obtained from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008. The Ministry of Health, P.O. Box 500, Colombo.★ (Telephone: 202 WO 7-2939).

FRANCE—Ophthalmic frames, lenses, sunglass lenses. Direct purchase and agency. Rob-

bez-Masson (importer, wholesaler, agent), 22 rue Rambuteau, Paris 3e. WTD 3/19/65.

386 Photographic equipment

● **KOREA**—Supply of photographic equipment including, but not limited to, following: 16 mm splicers; synchronizers; radio-TV timers; 16 mm movie cameras; 16 mm action viewers; arriflex 16 ST; 16 mm negative film; 35 mm positive film; 16 mm rewinders. Tender No. KFX-5070-N, bid deadline July 13. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Photocopying equipment, especially advanced types such as electrostatic system; light-sensitive materials and equipment. Direct purchase and/or agency. Requests quotations cif Rotterdam. Noteboom's Handelsonderneming C.V. (importer, wholesaler, exporter, agent), 10 Coolsingel, Rotterdam. WTD 5/25/65.

● **SYRIA**—Equipment for a complete studio for magnetical and optical, synchronous and normal sound recordings. Bid deadline July 25. The General Director, National Film Organization, No. 26 Rawda-Takriti St., Damascus.★ (Telephone: 202 WO 7-2939).

VENEZUELA—Sound motion picture projectors, 16 mm and 35 mm. Direct purchase and sales agency/distributorship for entire country. Requests replies in Spanish. C.A. Distribuidora Save (sales agent, importer), Apartado 1304, Caracas. WTD 6/10/65.

394 Toys, amusements, sporting goods

FRANCE—Toys: small-size airplanes, boats, cars; small mechanical toys of all kinds. Direct purchase and agency. Albaco "Modeles reduits" (manufacturer, importer, dealer), 154 rue du Faubourg St Denis, Paris 10e. WTD 4/1/65.

Toys, such as dolls, stuffed animals, carts, mechanical trains, pedal cars, velocipedes and tricycles, scooters, rowers, toy guns, air rifles, pistols, musical instruments, parlor games; educative games; reproductions of household utensils and equipment. Direct purchase and agency. Societe Centrale de Ventes en Gros de Jouets (wholesaler), 26 rue Charlot, Paris 3e. WTD 4/14/65.

Toys, such as dolls, stuffed animals, carts, reproductions of household furniture and utensils, musical instruments, indoor games, educative games, mechanical trains, pedal cars, velocipedes and tricycles, scooters, rowers, toy guns, air rifles, pistols. Direct purchase and agency. Ste Francaise de Jouets & Bimbeloterie en Gros (importer, wholesaler), 113 Bld Baumarchais, Paris 3e. WTD 4/15/65.

Small-sized toys, such as dolls, carts, mechanical trains, musical instruments; toy household utensils and equipment. Ets Milrev (importer, wholesaler), 18 Pasage Stinville, Paris 12e. WTD 4/15/65.

Toys, such as dolls, stuffed animals, carts, mechanical trains, pedal cars, velocipedes, tricycles, scooters, rowers; toy guns, air rifles, pistols, musical instruments, reproductions of household utensils and equipment. Direct purchase and agency. Ste France-Bazar (manufacturer, wholesaler, importer), 93 avenue Aristide-Briand, Arcueil, Seine. WTD 4/15/65.

Toys, such as dolls, stuffed animals, carts, mechanical trains, pedal cars, velocipedes, tricycles, scooters, rowers; toy guns, air rifles, pistols, musical instruments, reproductions of household utensils and equipment. Au Comptoir Nouveau (importer, wholesaler), 150 rue du Temple, Paris 3e. WTD 4/27/65.

GIBRALTAR—Children's automobiles, cycles, tricycles, scooters; repair parts. Baby carriages, walkers, strollers. Angel Victor Trinidad (importer, exporter, wholesaler, retailer, commission agent), 58 Alameda House. WTD 1/27/65.

All kinds of fishing tackle, including flies, floats, hooks, reels, rods. Ultra Distributors (importer, exporter, retailer, commission agent), 6 City Mill Lane, Gibraltar. WTD 5/17/65.

VENEZUELA—Dolls; games and toys; children's vehicles. Distribution for entire country. Requests replies in Spanish. Marcos Milgram S.A. (importer, wholesaler), Dr. Paul a Salvador de Leon 30, Edificio Milmar, Caracas. WTD 6/9/65.

395 Pens, pencils, other office materials

FRANCE—School supplies: pens, pen points, fountain pens, ballpoint pens, mechanical pencils and parts; lead pencils, crayons; drawing inks and drafting materials; drawing boards, palettes. Au Comptoir Nouveau (importer, wholesaler), 150 rue du Temple, Paris 3e. WTD 4/27/65.

396 Costume jewelry, novelties, buttons, notions

HONG KONG—Beads and sequins. Requests quotations c&f Hong Kong, samples if possible. Radhakrishin and Sons (importer, exporter), First Floor, 35 Wyndham St., P.O. Box 13658), Cable Address: VIDYA Hong Kong. WTD 3/5/65.

Metal buckles designed for 1¼-inch belting. Requests quotations c&f Hong Kong, with two sets of samples if possible. Photograph showing design of buckles required is available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Dreyer and Co., Ltd. (importer, exporter), 201-204 Alexandra House, P.O. Box 473. Cable Address: DREYCO Hong Kong. WTD 12/14/64.

★★ THAILAND—Trade Mission

Imitation jewelry, brooches, necklaces, earrings, bracelets, pendants, hairbands, hairslides. Songthum Import Export, Ltd., Partnership (importer, distributor), 31 Rajaprasong Shopping Center, Bangkok. WTD 6/4/65. TM 26.

VENEZUELA—Artificial flowers, for distribution throughout Venezuela. Requests replies in Spanish. Distribuidora Noel, S.A. (importer, distributor), (Apartado 10863, Sabana Grande), Centro Comercial Madison, Local 3, Calle El Recreo, Sabana Grande, Caracas. WTD 6/11/65.

399 Manufacturing industrial products

FRANCE—Tobacco pipes; cigarette holders. Au Comptoir Nouveau (importer, wholesaler), 150 rue du Temple, Paris 3e. WTD 4/27/65.

★★ THAILAND—Trade Mission

All kinds of tooth and hair brushes. Lauris Co., Ltd. (manufacturer, wholesaler), 326/1-5 Suriwongse Rd., Bangkok. WTD 5/14/65. TM 39.

VENEZUELA—Florists' supplies, for distribution throughout Venezuela. Requests replies in Spanish. Distribuidora Noel, S.A. (importer, distributor), (Apartado 10863, Sabana Grande), Centro Comercial Madison, Local 3, Calle El Recreo, Sabana Grande, Caracas. WTD 6/11/65.

539 General merchandise

IVORY COAST—Remnant textiles; secondhand clothing. Requests replies in French. Societe Hassan Freres (general importers, wholesalers), B.P. 755, Abidjan. WTD 4/24/64.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canned, preserved food

SWITZERLAND—Canned fruits, vegetables, sea foods; canned specialties; frozen fruits, juices. Georges Moreau & Cie., Inc. (importers, manufacturers, representatives), Talacker 41, 8001 Zurich. WTD 6/15/65.

209 Food preparations

SWITZERLAND—Miscellaneous food preparations, food specialties, all kinds. Georges Moreau & Cie., Inc. (importers, manufacturers, representatives), Talacker 41, 8001 Zurich. WTD 6/15/65.

210 Tobacco

SWEDEN—Tobaccos; tobacco specialties. Herold & Warring AB (sales agent), Kungsgatan 37, Stockholm C. WTD 6/16/65.

THAILAND—Tobacco leaf. Kalimantan Trading Co. (importer, exporter, manufacturers' representative), P.O. Box 792, Second Floor, 135/21 Suriwongse Rd., Bangkok. WTD 9/16/64.

221 Broad woven fabric

AUSTRALIA—Cotton fabrics suitable for women's wear; cotton shirtings. Merfield Textiles (manufacturers' representative), A.C.A. Building, 66 King St., Sydney. WTD 6/1/65.

FRANCE—Filter fabrics. S.A. des Anciens Etablissements de Montbel (importer, wholesaler, manufacturer), 53 rue de Rome, Paris 8e. WTD in preparation.

222 Broad woven fabric, man-made fibers

AUSTRALIA—Synthetic fabrics suitable for women's wear; synthetic and synthetic mixtures in men's suitings. Merfield Textiles (manufacturers' representative), A.C.A. Bldg., 66 King St., Sydney, N.S.W. WTD 6/1/65.

229 Textile goods

FRANCE—Insulation fabrics, imitation fur fabrics. S.A. des Anciens Etablissements de Montbel (wholesaler, importer, manufacturer), 53 rue de Rome, Paris 8e. WTD in preparation.

233 Women's, misses', juniors' outerwear

GERMANY—Women's outerwear: dresses, coats, suits, skirts, blouses. Agency only. Requests quotations cif European ports. Willy Gukowski (agent), 60 Koenigsallee, 4 Duesseldorf. WTD 3/26/65.

254 Office, store fixtures

FRANCE—Metal or wood office fixtures. Ets D.I.B.B.—Distribution Industrielle pour le Bureau et le Batiment (wholesaler), 82 rue d'Hauteville, Paris 10e. WTD 4/29/65.

264 Converted paper, paperboard products

THAILAND—Cigarette paper. Kalimantan Trading Co. (importer, exporter, mfrs.' representative), P.O. Box 792, Second Floor, 135/21 Suriwongse Rd., Bangkok. WTD 9/16/64.

266 Building paper, building board mill products

SUDAN—Acoustical panels and tiles for ceilings and walls. Desires exclusive agency. Cine & Photo Supply Co. (importer, retailer), P.O. Box 393, Khartoum. WTD 1/6/65.

281 Industrial chemicals

SWITZERLAND—Isopropyl alcohol; octyl alcohol; butyric acid; furfuryl alcohol; octyl decyl phthalate; amyl acetate; methyl acrylate; amyl alcohol; copper nitrate; nickel nitrate; iodine; chlorophyll. Synthetic organic dyes, chemicals, reagent chemicals, organic and inorganic titanium dioxide pigments, xylene, phenol, phthalic anhydride, food dyes, cyclopropane. Hans Rahn & Co. Zurich (importers, representatives), Universitaetsstrasse 96, P.O. Box Zurich 8033. WTD 5/28/64.

Synthetic, organic, reagent, inorganic chemicals; food dyes; full line of industrial chemicals. Georges Moreau & Cie. Inc. (importer, manufacturers, representatives), Talacker 41, 8001 Zurich. WTD 6/15/65.

282 Synthetic materials

SWITZERLAND—Resins: epoxy, polyethylene, polyester, amino, urethane, polyamid types. Hans Rahn & Co. Zurich (importers, representatives), Universitaetsstrasse 96, P.O. Box Zurich 8033. WTD 5/28/64.

283 Drugs

SWITZERLAND—Iodine preparations. Hans Rahn & Co. Zurich (importers, representatives), Universitaetsstrasse 96, P.O. Box Zurich 8033. WTD 5/28/64.

284 Soaps, detergents, cleaning preparations

SWEDEN—Perfumes and toilet articles. Not interested in cosmetics. Herold & Warring AB (sales agent), Kungsgatan 37, Stockholm C. WTD 6/16/65.

SWITZERLAND—Sulfonated castor oil. Hans Rahn & Co. Zurich (importers, representatives), Universitaetsstrasse 96, P.O. Box Zurich 8033. WTD 5/28/64.

289 Chemical products

SWITZERLAND—Chemical specialties, including textile waterproofing compounds; lauric acid; oil treating compounds, non-oil base; oleic acids; lemon oil; edible gelatin. Hans Rahn & Co. Zurich (importers, representatives), Universitaetsstrasse 96, P.O. Box Zurich 8033. WTD 5/28/64.

306 Fabricated rubber products

FRANCE—Rubber coated furniture upholstery fabrics. S.A. des Anciens Etablissements de Montbel (importer, wholesaler, manufacturer), 53 rue de Rome, Paris (8e). WTD in preparation.

307 Plastics products

SWITZERLAND—Magnetic valves and multichannel straight-way valves in plastic. G. H. Endress & Co. (commission agent), Herrenweg 14, 4153 Reinach, Baselland. WTD in preparation.

Polystyrene plastics, extrusion and injection molded. Hans Rahn & Co. Zurich (importers, representatives), Universitaetsstrasse 96, P.O. Box Zurich 8033. WTD 5/28/64.

311 Leather tanning, finishing

FRANCE—Imitation leather made with leather wastes. Requests replies in French. Marcel Allory (agent), 6 rue Montauban, Angers (Maine & Loire). WTD 1/6/64.

Leather, skins, for garments. Coremap—Commerce Representation Matieres Premieres (importer, wholesaler, agent), 8 rue Blanche, Paris 9e. WTD 4/16/65.

312 Industrial leather belting, packing

FRANCE—Textile leathers. S.A. des Anciens Etablissements de Montbel (importer, wholesaler, manufacturer), 53 rue de Rome, Paris (8e). WTD in preparation.

316 Luggage

FRANCE—Luggage of leather or other materials. Coremap—Commerce Representation Matieres Premieres (importer, wholesaler, agent), 8 rue Blanche, Paris 9e. WTD 4/6/65.

317 Handbags, other personal leather goods

FRANCE—Jewelry cases, billfolds, key cases and coin purses, of leather or other materials except precious metal; to be sold as gift articles. Etablissements Istrad (importer, wholesaler), 22 rue Vignon, Paris 9e. WTD 4/7/65.

Women's handbags and purses; small leather articles: billfolds, key cases and coin purses. Coremap—Commerce Representation Matieres Premieres (importer, wholesaler, agent), 8 rue Blanche, Paris 9e. WTD 4/6/65.

319 Leather goods

FRANCE—Leather novelties, to be sold as gift articles. Etablissements Istrad (importer, wholesaler), 22 rue Vignon, Paris 9e. WTD 4/7/65.

Saddlery, harness and whips; embossed leather goods; leather desk sets; razor strops. Coremap—Commerce Representation Matieres Premieres (importer, wholesaler, agent), 8 rue Blanche, Paris 9e. WTD 4/6/65.

326 Pottery, related products

FRANCE—Ornamental pottery articles. Etablissments Istrad (importer, wholesaler), 22 rue Vignon, Paris 9e. WTD 4/7/65.

327 Concrete, gypsum, plaster products

SWITZERLAND—Concrete incinerators for industrial, institutional, community, domestic applications. Per W. Barkhuus, Ingenieur-Conseil SIA, Blbd. de la Foret 24A, Pully-La-Rosiaz, 1012 Lausanne. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

SUDAN—Acoustical panels and tiles for ceilings and walls. Desires exclusive agency. Cine & Photo Supply Co. (importer, retailer), P.O. Box 393, Khartoum. WTD 1/6/65.

341 Metal cans

SWITZERLAND—Ice cream shipping containers, metal. Hans Rahn & Co. Zurich (importers, representatives), Universitaetsstrasse 96, P.O. Box Zurich 8033. WTD 5/28/64.

343 Heating apparatus, plumbing fixtures

FRANCE—Archives incinerators. Ets D.I.B.B.—Distribution Industrielle pour le Bureau et le Batiment (wholesaler), 82 rue d'Hauteville, Paris 10e. WTD 4/29/65.

Heating and air conditioning combination units. J. J. La Rus (agent), 2 avenue Le Notre, Marly-le-Roi, Seine & Oise. WTD 6/19/64.

SWITZERLAND—Incinerators for domestic, industrial, institutional and community applications. Per W. Barkhuus, Ingenieur-Conseil SIA, Boulevard de La Foret 24 A, Pully-La-Rosiaz, 1012 Lausanne. WTD in preparation.

352 Farm machinery

FRANCE—Agricultural equipment, such as loaders, fork-lifts, forage harvesters, hay conditioners, ball loaders, fertilizer distributors, hedge cutters, pruning equipment, leveling machines. Agram S.A. (manufacturer, importer, wholesaler), 35 rue de Paris, Pantin, Seine. WTD 4/26/65.

SWITZERLAND—Machinery for preparing crops for market and for use, including roots blowers, automatic scales for crops and wheat, feed cutters, ensilage cutters, horizontal feed mixers. E. A. Weber AG (manufacturers, representatives), Muehlen und Maschinenbau, Hertensteinstrasse 64, 5400 Ennetbaden. WTD 2/15/65.

353 Construction machinery

VENEZUELA—Construction machinery and equipment, such as bulldozers, concrete mixers, cranes; dredging machinery; pavers; power shovels. Agency and distribution for entire country. Requests replies in Spanish. Distribuidora Ravard, S.A. (Ravardsa) (importer, sales agent), Apartado 3796, Caracas, Centro Profesional del Este, Piso 11, Oficina 116 Calle Villaflor, Sabana Grande, Caracas. WTD 6/4/65.

354 Metalworking machinery

NETHERLANDS—Machinery, tools for manufacture of electric motors such as winding machines, commutator-slotting machines; semi finished products for electric motors such as commutators, centrifugal switches, motor overload switches. Exclusive agency. N.V. Technische Handelsonderneming M. Seher & Co. (importer, wholesaler, manufacturer, agent), 23-25 Groenendaal, Rotterdam-1. WTD 6/14/65.

355 Special industry machinery

SWITZERLAND—Machinery for paper, textile, commercial food products industries. Georges Moreau & Cie. Inc. (importers, manufacturers, representatives), Talacker 41, 8001 Zurich. WTD 6/15/65.

Beverage industries equipment; soap making machinery and equipment; fats and oil processing machinery; cosmetic-making machinery; power driven food mixers, food tenderizers, commercial types. Hans Rahn & Co. Zurich (importers, representatives), Universitaetsstrasse 96, P.O. Box Zürich 8033. WTD 5/28/64.

356 General industrial machinery

FRANCE—Air purification and dust collection equipment (exhaust and ventilating fans); industrial heating units. J. J. La Rus (agent), 2 avenue Le Notre, Marly-le-Roi, Seine & Oise. WTD 6/19/64.

SWITZERLAND—Air purification, pollution control and dust collection equipment. Hectronic A.G. (manufacturer, manufacturers' agent), Geissacherstrasse 8, 8126 Zumikon, Zurich. WTD in preparation.

Catalytic combustion equipment for automotive exhaust gases; equipment to eliminate SO_2 in thermal central flue gases. Widmer & Ernst Co. A.G. (importer), Zentralstrasse 74, 5430 Wettingen, Aargau. WTD in preparation.

Small underwater pumps. Haeny & Co. (manufacturer, importer), 8706 Meilen, Zurich. WTD in preparation.

358 Service industry machines

FRANCE—Complete air conditioning units, for industrial use. J. J. La Rus (agent), 2 avenue Le Notre, Marly-le-Roi, Seine & Oise. WTD 6/19/64.

SWITZERLAND—Water purification and pollution control equipment. Hectronic A.G. (manufacturer, manufacturers' agent), Geissacherstrasse 8, 8126 Zumikon, Zurich. WTD in preparation.

Water purification equipment for swimming pools. Requests replies in German. Walter Baumann (commission agent), Rotelstrasse 10, 8006 Zurich. WTD in preparation.

364 Electric lighting, wiring equipment

FRANCE—Lamps, floor or table models, for home decoration; to be sold as gift articles. Etablissements Istrad (importer, wholesaler), 22 rue Vignon, Paris 9e. WTD 4/7/65.

366 Communication equipment

ARGENTINA—Microwave transmitter-receivers, over 6,000 mc. Mauricio A. Suarez (importer, wholesaler), Carlos Calvo 224, Buenos Aires. WTD in preparation.

FRANCE—Interphone apparatus for office purposes. Ets D.I.B.B.—Distribution Industrielle pour le Bureau et le Batiment (wholesaler), 82 rue d'Hauteville, Paris 10e. WTD 4/29/65.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Testing apparatus, machines, measuring equipment, all kinds, especially materials testing, structural testing, environmental testing, automotive testing machines such as dynamometers, brake testers, vibration exciters. Exclusive agency. Technisch Advies-en Handelsburo J. J. Bos (importer, wholesaler, agent), 164 Meidoornveld, Capelle a/d IJssel. WTD 6/17/65.

SWITZERLAND—Phosphate dosing equipment. Hans Rudolf Ruckstuhl, c/o Pretema A.G. (importer), 8903 Birmensdorf, Zurich. WTD 4/18/63.

Analysis instruments, flow meters, dosing devices. Remag A.G. (importer, distributor), Mittelholzstrasse 8, 3072 Ostermundingen-Bern. WTD in preparation.

394 Toys, amusements, sporting goods

FRANCE—Small-size toys: dolls, carts, construction toys, mechanical trains, mechanical toys of all kinds, air rifles, pistols. Etablissements Istrad (importer, wholesaler), 22 rue Vignon, Paris 9e. WTD 4/7/65.

SWITZERLAND—Prefabricated swimming pools and accessories for swimming pools. Pretema A.G. (importer), 8903 Birmensdorf, Zurich. WTD 4/18/63.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Costume jewelry, costume novelties and ornaments. Etablissements Istrad (importer, wholesaler), 22 rue Vignon, Paris 9e. WTD 4/7/65.

399 Manufacturing industrial products

SWEDEN—All kinds of smoking accessories and tobacco articles; pipes, lighters, gift articles, other items within this line. Herold & Warring AB (sales agent), Kungsgatan 37, Stockholm C. WTD 6/16/65.

Future Construction

BOLIVIA—Inter-American Development Bank 808 17th St., NW., Washington, D.C. 20577, announced approval of loan equivalent to $740,000 from Social Progress Trust Fund to improve and expand largest and most complete **university** in Bolivia.

Borrower, the Universidad Mayor de San Andres of La Paz, will use loan to establish an Institute of Basic Sciences which will train scientists in physics, mathematics, chemistry and biology.

Project, whose total cost is estimated at $960,000, calls for acquisition of laboratory instruments and equipment and bibliographic material; construction of library and laboratory buildings; hiring of professors; granting of scholarships, and extension of technical assistance.

Bank's loan, which will cover about 73% of cost of project, will help Bolivia to solve problems derived from traditional structure of its universities, which are organized into schools offering rigid and mutually exclusive study programs.

COLOMBIA—Inter-American Development Bank 808 17th St., NW., Washington, D.C. 20577, announced approval of loan equivalent to $4,750,000 from its Fund for Special Operations to help finance second stage of program to expand and improve **water supply** of Medellin, Colombia.

This is second loan which Bank has made to finance water supply of 700,000-population city, one of Colombia's chief industrial centers. In 1961 Bank helped to finance first stage with $5,256,717 loan from ordinary capital resources.

Borrower, Empresas Publicas de Medellin, is autonomous public agency which provides water supply, sewage, electric power and telephone service to city of Medellin and surrounding communities.

Second stage of project includes expansion of distribution network, construction of treatment plant with capacity of 120,000 cubic meters of water a day, expansion of another from 130,000 to 150,000 cubic meters, and completion of intake works at Negro River. Latter includes completion of earth dam, pressure pipe, 1,200 meters long and tunnel 8,578 meters long.

Project will enable agency to meet water needs of Medellin up to 1970 when city will have population of one million inhabitants. In addition it is expected to increase per capita consumption of water from 260 to 300 liters a day.

INDIA—Chief Engineer, Madras Port Trust, Madras 1, is considering certain proposals for **harbor development works.** Main schemes are: construction of oil dock to provide berthing facilities for modern crude oil tankers, and installation of fully mechanized iron ore handling plant to export 3 million tons of iron ore.

Listing of supplies and equipment and services required, prepared by Port Trust, is available to U.S. firms interested in quoting. Write to Department of Commerce, Trade Opportunities Staff, BDSA 6192, Washington, D.C. 20230.

IRAQ—In about six weeks Ministry of Oil plans to announce tender for construction of **building for Ministry.** Building will be 16 stories in height, and each floor will have area of about 2500 square meters. Cost estimated at ID 1.5 million ($4.2 million). Consultant is Tekhne, Belgian firm.

SYRIA—Italian firm "Saoiti" has received contract to review plans and supervise construction of new Damascus airport. Company's fee is about L.S. 3 million.

UAR—Director of Tourism announced that LE 50 million has been allocated for **hotel construction** under second five-year plan. Fifty new hotels comprising 3,200 rooms will be constructed in addition to 16 smaller tourist hotels outside of larger cities of UAR. Total investments in tourism operations during past three years amounted to LE 16 million while tourism receipts during the same period reached $186 million.

UAR tourism officials have stated that five UAR Government hotel companies (Upper Egypt Hotels Co., Grand Hotels of Egypt, Shepheards and Egyptian Hotels, Misr Hotel Co., and Egyptain Co. for Tourism and Hotels) will be operating 100 hotels by 1970. These hotels will have capacity to handle 34,000 tourists daily; they presently operate 33 hotels which can accommodate 6,786 tourists daily. Total cost of hotel projects will amount to

$200 million and provide employment for 22,000 persons.

Following hotels are scheduled to be opened in next three years: Aswan Island, in Aswan, 80 rooms; Aswan Hilton, in Aswan, 70 rooms; Alexandria Hilton in Alexandria, 150 rooms; Luxor Hilton in Luxor, 150 rooms; Elephantine Hotel in Aswan, 150 rooms; Isis Palace in Cairo, 300 rooms; Helwan Spa Hotel in Helwan, 200 rooms; Karnak Palace in Luxor, 250 rooms.

Significant Awards

CANADA—List of current contract awards released by Canadian Departments of Defense Production, Public Works, and Transport is available to U.S. firms from Department of Commerce, Trade Opportunities Staff, BDSA 6192, Washington, D.C. 20230.

Included in these listings is award to Vermont Construction, Inc., of Montreal, of C$2,363,000 for construction of special detention unit at St. Vincent De Paul, Que.; Sperry Gyroscope Co. of Canada, Ltd., Montreal, Quebec received two contracts amounting to C$3,139,876 for helicopter systems; and Litton Systems (Canada), Ltd., Rexdale, Ontario, C$1,220,911, for mobile automatic test sets.

SOUTH AFRICA—James Thompson, Ltd., South African contracting firm, has been awarded following contracts worth R5.9 (R1.00 =US$1.40) million: East/West Motorway, West Street Section, Johannesburg, R2.1 million; the North-South Freeway—Albany Road Interchange in Port Elizabeth, R1.1 million; and temporary housing for Van der Kloof Dam site, R2.7 million.

Leads for Importers

C11 Field crops

BELGIUM—Scutched flax; broken flax; flax tow. Vlascoop, n.v. (exporter, wholesaler), 54 Albertstraat, Kuurne. WTD 6/17/65.

200 Food products

JAMAICA—Interested in developing markets in U.S. for guava butter, pepper sauce, pickled peppers, banana jam, coconut pie filling, mango concentrate, Blue Mountain coffee, logwood honey. Tropical Exports Service, P.O. Box 369, Kingston. WTD 5/25/65.

231 Men's, youth's, boys' suits, coats, overcoats

YUGOSLAVIA—Heavy and light ready-made clothes: suits, trousers, coats, overcoats. Makotex, Export-Import (exporter, wholesaler, manufacturers' representative), 9-11 Marsala Tita St., Skopje. WTD 1/20/65.

233 Women's, misses', juniors' outerwear

YUGOSLAVIA—Women's and misses outerwear such as skirts, suits, sweaters, blouses, raincoats, jackets, light and heavy overcoats. Makotex, Export-Import (exporter, wholesaler, manufacturers' representative), 9-11 Marsala Tita St., Skopje. WTD 1/20/65.

239 Fabricated textile products

YUGOSLAVIA—Blankets of wool, cotton or staple. Decorative fabrics and carpets, products of hard fibers. Makotex, Export-Import (exporter, wholesaler, manufacturers' representative), 9-11 Marsala Tita St., Skopje. WTD 1/20/65.

283 Drugs

MOROCCO—Ammi visnaga (seed of wild carrot) for use in manufacturing pharmaceutical products. Carob seed for use in manufacturing nail polish and explosives. Sarghine root (Moroccan plant) for seasonings; pyrethrum root for tooth pastes. Lichens (cedar and oak moss) for essential oils and fixing perfumes. Direct sales. Pierre Ferey (exporter), P.O. Box 123, Meknes. WTD 6/11/65.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—E. B. Smith, representing E. W. Smith Pty., Ltd., Edinburgh St., Coffs Harbour Jetty, N.S.W., interested in observing **saw mill industry,** with view to negotiating licensing arrangements for equipment which could be adapted to Australian conditions, and requesting technical information. Early July via Seattle for 4 weeks; c/o W. Doidge, 2097 Melody Land, Medford, Ore. Itinerary: Seattle, Portland, Klamath Falls and Medford, Ore., San Francisco. WTD 6/10/65.

ECUADOR—Dr. Wilson Franco C., president, and Alfredo Hincapie S., acting manager, Electric Light and Power Co. of El Oro Province, Machala, interested in importing **power generators and wiring devices.** First half of July via Miami for 1 month; c/o Ecuadorean Consulate General, 30 Rockefeller Plaza, New York, N.Y. Itinerary: Miami, New York, Chicago, San Francisco, New Orleans.

GERMANY—Oskar Frenzel, representing his own firm, 668 Neunkirchen/Saar, Unterer Markt, interested in **electric tools, air-powered equipment, household equipment** for import, agency, or manufacture under license, and requesting technical information. July 20 via Seattle until Sept 2; c/o H. G. Rice, 928-B Olympic Ave., Edmonds, Wash. Itinerary to be arranged after arrival.

IRAQ—His Excellency Brigadier Ismail Fayadh, former Lord Mayor of Baghdad, Amanat Al-Asima, Baghdad, interested in **municipal development, highway and traffic engineering, construction of urban buildings and civic centers, parking facilities and petroleum exploration,** and Ma'rouf Aref, Handrain Co., W.L.L., Mirjan Bldg., South Gate, Baghdad, interested in **petroleum exploration** and representing or participating with U.S. engineering firms on major **construction projects** in Iraq. First half of July via New York City for 3-4 weeks; c/o Department of Commerce Field Offices on route. Itinerary: New York, Washington. D.C., Wichita Falls, Texas, Los Angeles. WTD 3/29/65 on Handrain Co., W.L.L.

LEBANON—Arthur Matossian, Fontana Stores, Matossian Bldg., Abdel-Aziz St., Beirut, interested in **general merchandise for department stores.** First 2 weeks in July via New York City for 60 days; c/o Harry Hyman & Son, 254 W. 54th St., New York 19, N.Y. Itinerary: New York, Chicago, Los Angeles, San Francisco. WTD 6/8/65.

NEW ZEALAND—R. F. C. Savory, Chairman, and R. T. Lorimer, Assistant General Manager, Auckland Harbor Board, Quay St., Auckland, interested in **port administration and development** and requesting technical information and discussions at management level concerning loading and discharging of ships and ancillary services including port transport systems, canals and waterways. July 17 via New York City for 12 days; c/o Trade Commissioner, New Zealand Consulate General, Suite 530, 630 Fifth Ave., New York, N.Y. 10020. Itinerary: New York July 17-19, Houston July 20, Los Angeles July 21-23, San Francisco July 24-25, Honolulu July 26-28.

SOUTH AFRICA—R. Harrisberg, Elcu Africa (Pty.) Ltd., P.O. Box 5174, Johannesburg, interested in securing distributors for **industrial bag stitching machines.** July 15 via New York for 30 days; c/o American & Foreign Trade Corp., 225 W. 34th St., New York. N.Y. Itinerary: New York, Chicago. WTD 7/31/64 on African Commerce Developing Co. (Pty.), Ltd.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6002 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588667.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4540.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

New Books and Reports

***Croner's World Directory of Freight Conferences.* Compiled by R. K. Bridges. Croner Publications, Ltd. 276pp. $13.30 postpaid.**

Originally published as Freight Conferences and Rebates in 1954, this updated edition contains details on almost all of the nearly 350 conferences operating in the various parts of the world.

The book contains four parts. Part I covers the United Kingdom and gives names of Conferences operating outwards, areas covered, terms, rebate periods, names and addresses of Secretaries and lists of members. An alphabetical list of ports throughout the world is included, showing the appropriate freight terms for exports from the United Kingdom. Specimen freight Contracts and Rebate Claim forms are reproduced.

Part II contains information on Conferences operating outwards from the United States of America and Part III covers similar information on other countries throughout the world.

Two Indexes are included in Part IV, an alphabetical index of all the Conferences and a Countries index showing at a glance which Conferences operate outward from any particular country.

The directory will be kept current through an amendment service. The price includes the first year's amendments.

Write: Croner Publications Ltd., 143, London Road, Kingston-upon-Thames, Surrey.

***Tourism Investment Opportunities in Tunisia: A Study of the Existing and Potential Structure of Tourism.* William H. Stewart. Societe Tunisienne de Banque and National Office of Tourism, Tunis, Tunisia. 88 pp. Free.**

Describes the physical, cultural and political environment of Tunisia, its existing and potential tourist industry, and government tourist development programs. Identifies specific investment opportunities for hotel and motel construction, manufacturers of hotel and motel equipment, small manufacturers of souvenirs, and producers or operators of recreation and transportation facilities and services. Includes tourist data by country, mode of transportation, length of stay, and hotel accommodations, and summarizes laws pertaining to investment of foreign private capital.

Write: Embassy of Tunisia, 2408 Massachusetts Ave., NW., Washington, D.C. 20008.

Customs journals

A new edition of the International Customs Journal for Rwanda, dated February 1965, is now available on a loan basis from any Department of Commerce Field Office. The second supplement, dated March 1965, to the International Customs Journal for Libya published in October 1963, is also available.

The Journal, as well as the supplement, are English translations from the Customs Tariffs of Rwanda and Libya and are issued by the International Customs Tariffs Bureau in Brussels.

Copies are made available to member governments only, and may not be purchased privately.

***Philippines, a Market for U.S. Products.* Published by Bureau of International Commerce, Washington. 76pp. 25 cents.**

Published by the Commerce Department as a supplement to International Commerce Magazine, this booklet describes the Philippine market for consumer goods and producer goods; gives basic data on population, the structure of the economy, foreign trade and development planning; outlines the competition which U.S. firms face in the Philippine market; reviews the various methods of distribution in the Philippines; lists the various tariffs and trade regulations, and contains a number of marketing aids available to U.S. businessmen operating in the Philippines.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Purchasing International: the International Magazine of Purchasing Management.* A monthly publication of C-M Business Publications, New York. Annual subscription $10.**

A magazine designed for purchasing directors and others who manage the purchasing function throughout the world. First issue will be published in September.

Write: C-M Business Publications, Inc., 205 East 42nd. St., New York, N.Y. 10017.

***Financing International Operations.* Edited by William D. Falcon. American Management Assn., New York. 192pp. $6.**

This book is designed to provide, in clear non-technical language, the means for developing an international financing strategy. Top executives provide answers to some of the most-asked questions concerning international finance: how to reshape financial policies to cope with worldwide competition; how balance of payments problems relate to sources and methods of financing; techniques to minimize the adverse affects of inflation and fluctuating exchange rates.

The book reviews the various sources of international financing: **the U.S. Government** through the Agency for International Development, Eximbank, Foreign Credit Insurance Assn., and long-term financing through the Private Trade Agreement Program; **international** institutions such as the World Bank and its affiliates, and the Inter-American Development Bank; **foreign governments** through financial, industrial and investment incentives; and **private sources.**

The AMA has also published **Profit Potential in the Developing Countries** by Robert Thelbald ($12).

Write: American Management Assn. 135 West 50th St., New York, N.Y. 10020.

***The Financial Sector and Economic Development: The Mexican Case.* By Robert L. Bennett. Johns Hopkins Press, Baltimore. 224pp. $6.95.**

This is an analytic study of the changes in the financial structure of an underdeveloped country during a post-World War II period of rapid industrialization.

The study examines the influence of the financial sector on planned economic development in a non-inflationary or mildly inflationary context. Mr. Bennett also discusses the effect of innovation in the financial sector upon economic development.

Other recent studies published by Johns Hopkins include **Economic Survey of Latin America** by the Organization of American States, $8.50; **Readings on Taxation in Developing Countries** by Bird and Oldman, $8.95; and **Economic Growth and External Debt** by Avramovic, $6.

Write: The Johns Hopkins Press, Baltimore, Maryland 21218.

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Calendar *for international traders*

July

6—University of Cincinnati Conference on Latin American Common Market **Cincinnati.** Speaker: Robert M. Luckey, Director, Cincinnati Field Office.

7—FCIB Round Table Conference, 10-11:30 a.m., World's Fair, Restaurant of the 5 Volcanos—Hawaiian Pavilion, **New York.** Sponsor: Foreign Credit Interchange Bureau.

7-8—Conferences by appointment with Cornelis J. H. Goinga, Commercial Attache, Kuala Lumpur, Malaysia, Field Office, **New York.**

7-9—American Management Assn. Briefing on Venezuela, Colombia and Peru. Astor Hotel, **New York.**

8—In-Office Export Workshop, Field Office, **Chicago.**

13—South Florida REEC, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

13—In Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

13—Luncheon meeting, followed by panel session, Hotel DuPont, **Wilmington, Del.** Speaker: Mrs. Elizabeth S. May, Export-Import Bank. Sponsors: Delaware State Chamber of Commerce; SME-I; Wilmington Marine Terminal; University of Delaware; Field Office, Department of Commerce; Delaware State Development Dept.; Small Business Administration; World Trade Committee.

13—In Office Conference on Export Expansion, Field Office, **Detroit.** Sponsors: Field Office, Department of Commerce; REEC.

13-15—Businessmen's consultations on the Greek market with Guy O. Long, Commercial Attache, Athens, Field Office, **New York.**

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

15—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

15—National Housewares Manufacturer's Assn. Briefing on Doing Business in Europe, Palmer House, **Chicago.**

19—American Management Assn. Briefing on International Business and Balance of Payments, Hotel Pierre, **New York.** Speaker: Lawrence C. McQuade, Special Assistant to Secretary of Commerce.

19-30—Foreign Trade Export-Import Institute, University of Rhode Island, **Kingston, R.I.** Sponsor: Management Sciences Institute.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

22—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

23—Export Workshop, Chamber of Commerce, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

23—Export Workshop, Field Office, **Cincinnati.** Sponsors: Field Office, REEC.

27—In Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

29—In-Office Export Workshop, Field Office, **Chicago.**

August

2-6—International Marketing Institute, Colorado State University, **Fort Collins, Colo.** Sponsor: Sales and Marketing Executives-International, Denver.

17—In-Office Export Workshop, Field Office, **Chicago.**

17—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

19—In-Office Export Conference, Chamber of Commerce, **St. Cloud, Minn.** Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

19-20—Private consultations with Commercial Attache, U.S. Consulate, Frankfurt, Field Office, **Chicago.**

21—National Assn. of Home Builders Annual Convention, Denver Hilton Hotel, **Denver.** Speaker: Richard Garnitz, Bureau of International Commerce.

27—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

September

2—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

9—In-Office Meeting, Field Office, **Chicago.**

12-14—Pacific Northwest Traders Assn., **Anchorage, Alaska.**

13-14—13th Joint Engineering Societies Management Conference, New York Hilton, **New York.** Speaker: Forrest D. Hockersmith, BDSA.

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

16—Houston Rotary Club Luncheon, Rice Hotel, **Houston, Texas.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

17—Houston International Trade and Travel Fair, World Trade Seminar, Rice Hotel, **Houston, Texas.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

21—Hydraulic Institute, Annual Convention, International Inn, **Washington.** Speaker: Forrest D. Hockersmith, BDSA.

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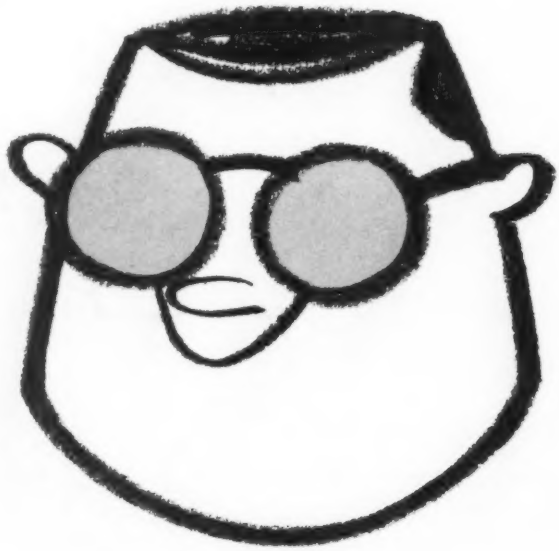

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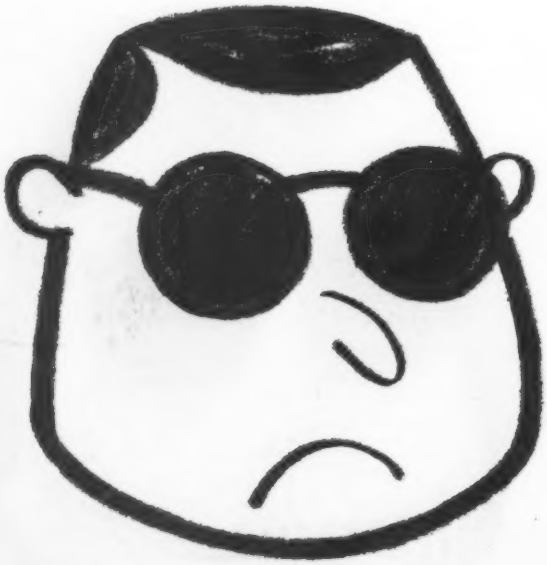

but . . .

sometimes caution is advised when local conditions indicate that you should move slowly. We've said so 28 times in the last 5 months

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